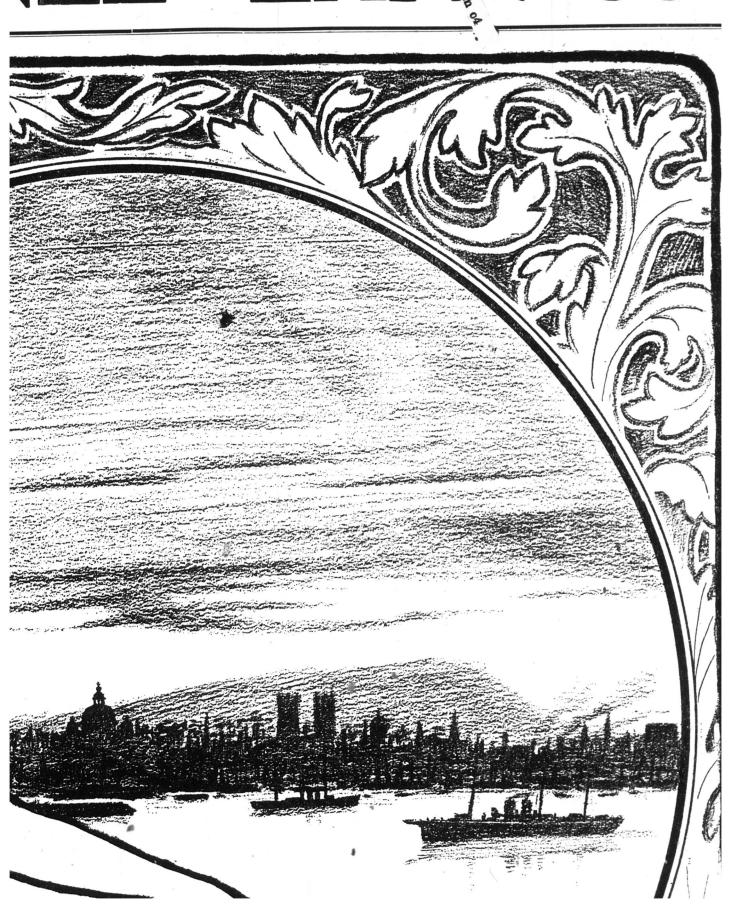
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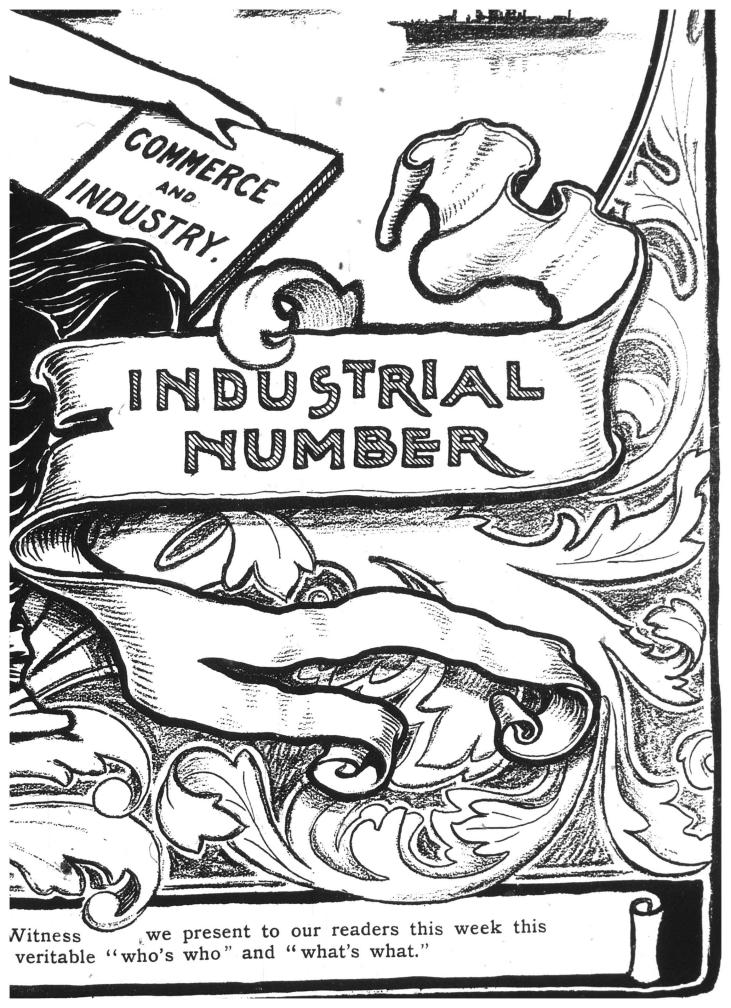




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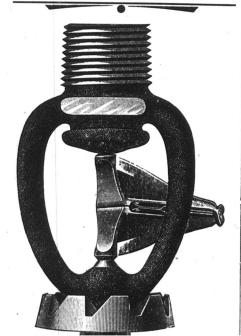
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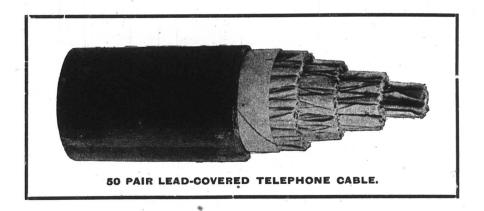
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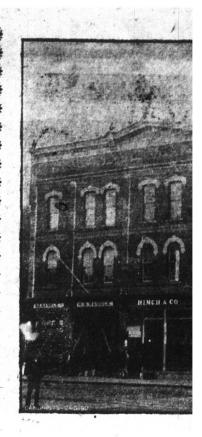
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As Canadians are united in the faith that the world over there is to be found no country of equal promise with Canada, so are they proud of the Dominion's past history Brief and rugged it has been, but nevertheless plentifully illuminated with deeds of devotion, courage and rare patriotism. A halo of devotion and heroism hovers over the early history of Canada.

The Cabots discovered Cape Breton in 1497, a year before Columbus succeeded in reaching the mainland, and two years before Amerigo Vespucci, from whom the continent was named, first saw its shores, but hardy Norsemen, it is said, had planted a colony on the coast of Nova Scotia four hundred years before Columbus was thought of; and four hundred years earlier still, we learn, from the Norse Sagas of the tenth and eleventh centuries, that these early sons of the northern seas were colonizing Ice-

on the wonderful new coast, and from the Bretons Cape Breton takes its name. In 1524 Verrazano ranged the coast from Florida north, and annexed to France the entire region first explored by the Cabots; and on a glorious day in July, 1534, Jacques Cartier, with his two little vessels of only about 60 tons each, sailed through the Straits of Belle Isle, and on the rocky headland of Gaspé planted the cross and the fleur-de-lis, and to his country's possessions added New France.

Then came the opening of the 17th century, and with it Samuel de Champlain, sailor, soldier, colonizer and governor in one. Port Royal (Annapolis) was founded, and the first field of wheat sown. Quebec and Three Rivers were also founded, and the Richelieu, Ottawa, Lake Champlain and some of the Great Lakes discovered.

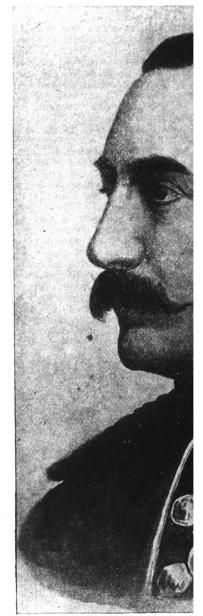
In 1642 Ville Marie (Montreal) was



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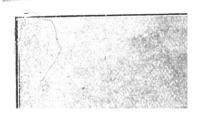
HON. SYDNEY ARTHUR FISHER, Minister of Agriculture.



HIS EXCELLENCY THE GOVE

In 1774 the Quebec Act was It extended the province from La to the Mississippi, and from the shed of Hudson's Bay to the Ohi the French Canadians full right serve their own religion; confirm tithes to the Roman Catholic but exempted Protestants from ment; established the French civand the English criminal code, an ed authority in the Governor council of from 17 to 23 membe

In 1775 began the revolutiona in what is now the United Stat by the treaty of Versailles, Canada lost the magnificent reg



num ster or trade and Commerce.

land, and sailing up and down the shores of Greenland, Labrador and Nova Scotia. In 1488-Sebastian Cabot sailed north and west, and got as far on his way to the Indies as Hudson Straits. Following him came the Portuguese,



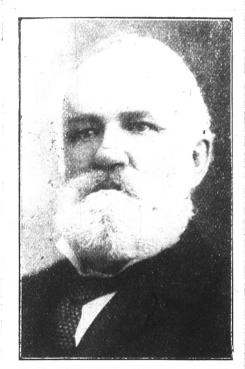
HON. RAYMOND PREFONTAINE, Minister of Marine and Fisheries.

laspar Cortereal, sailing from the River f Snow (Hudson's Straits) to the Bay b.f Fundy.

Hot-foot on the tracks of England and Portugal in the hunt for new land came rrance. The Gulf of St. Lawrence was explored by Donys in 1506, and from hat time on Bretons, Basques, Normans and Englishmen flocked to fish The Gulf of St. Lawrence was

Minister of Agriculture.

founded by Maisonneuve; in 1688 war began between England and France, and in 1713, by the Treaty of Utrecht, the whole of Acadia, Newfoundland and Hudson's Bay passed into the hands of England.



HON. ANDREW GEORGE BLAIR. Minister of Railways and Canals.

With British rule came some measure of local government for Canada, and better times all round. The 'Habitants,' who formed nine-tenths of the popula-tion, could buy for cash what they pleased, and wherever they chose, instead of, as in old days, being forced to take all goods at the terms of the com-pany or government from their stores.



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it, and from tes its name. I the coast annexed to rst explored glorious day ier, with his bout 60 tons aits of Belle headland of id the fleurpossessions

of the 17th el de Chamlonizer and (Annapolis) eld of wheat Rivers were lieu, Ottawa, of the Great

intreal) was



FISHER,



HIS EXCELLENCY THE GOVERNOR-GENERAL, THE RIGHT HON. THE EARL OF MINTO, G.C.M.G.

In 1774 the Quebec Act was passed. It extended the province from Labrador to the Mississippi, and from the watershed of Hudson's Bay to the Ohio; gave the French Canadians full right to observe their own religion; confirmed the tithes to the Roman Catholic clergy, but exempted Protestants from payment; established the French civil code and the English criminal code, and vested authority in the Governor and a council of from 17 to 23 members.

In 1775 began the revolutionary war in what is now the United States, and by the treaty of Versailles, 1780, Canada lost the magnificent region be-

tween the Ohio and Mississippi, her new boundary being the Great Lakes, the 49th parallel of latitude, the watershed dividing the Atlantic coast rivers from those flowing into the St. Lawrence and the St. Croix.

At the close of the revolutionary war, in 1781, there were thousands of loyal British subjects scattered throughout the new United States who found life there unbearable. These United Empire Loyalists, with the help of the British government, poured north, till no less than 25,000 added themselves in a few months to the population of Canada, settling largely near the fortified posts

along Lake Ontario and thand St. Clair rivers.

The white population nada, now Ontario, rap and the wilderness was to a garden.

In 1784-85 the Marit were organized under spitional charters, and the (ists, the people of Upp Canada, demanded an etive Assembly, and more liberty. In 1791 the Conwas passed, dividing Canand Lower Canada, and givince a Legislative Assenthe people, a Legislative pointed by the Crown, a appointed by the Crown to it only.

The first Legislature of

referred to the contained only about speople. The first legisla Canada opened in Newar 1792, and sat till 1797, we to York (Toronto), four ernor Simcoe, two years the came the war of

settled, Canadians turned

to fight for responsibl In 1840 the Home Gove upon the legislative unio provinces which were rewest and Canada East. liament met in Kingsto Three years later, it move where the buildings wer mob in 1849. From Mon to Toronto, and, in 1865 bec, and moved hither Confederation.

It took nearly fifty French Canadians of Low the English colonists in to learn to pull togethe harness; but, in 1004, at



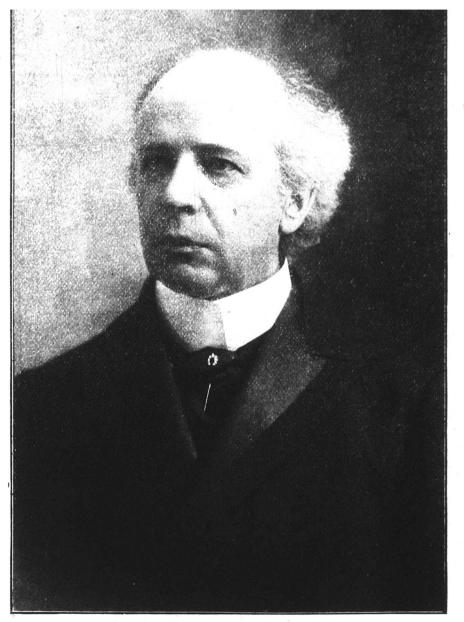
HON WILLIAM PA Minister of Cu

e; in 1688 war and France, and of Utrecht, the vfoundland and to the hands of

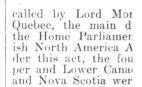


RGE BLAIR, and Canals.

e some measure Canada, and bet'he 'Habitants,'
of the populaush what they
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THE RIGHT HON. SIR WILFRID LAURIER, G.C.M.G, President of the Privy Coun vil (First Minister.)



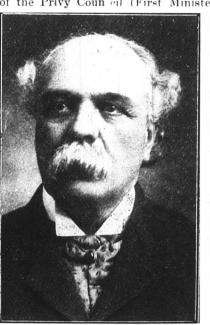


HON. WILLIAM Minister of

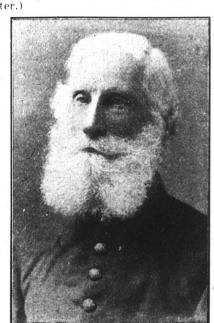
The Dominion of Cally started on its rarights of the Huds were next purchased province of Manitob British Columbia, in sible government, and cific Railway, joined in the following yea



DEN, HON. HENRY G. CARROLL, K.C., Solicitor General.



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HON. RICHARD W. SCOTT, Secretary of State.



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ERAL. THE RIGHT HON. THE G.C.M.G.

n the Ohio and Mississippi, her boundary being the Great Lakes, 49th parallel of latitude, the waterdividing the Atlantic ceast rivers those flowing into the St. Lawe and the St. Croix.

the close of the revolutionary war, 781, there were thousands of loyal sh subjects scattered throughout new United States who found life unbearable. These United Em-Loyalists, with the help of the Britgovernment, poured north, till no than 25,000 added themselves in a months to the population of Canada, ing largely near the fortified posts



along Lake Ontario and the St. Lawrence and St. Clair rivers.

The white population of Upper Canada, now Ontario, rapidly increased, and the willerness was transformed into a garden.

In 1784-85 the Maritime Provinces were organized under special constitutional charters, and the Canadian colonists, the people of Upper and Lower Canada, demanded an elective Legislative Assembly, and more constitutional liberty. In 1791 the Constitutional Bill was passed, dividing Canada into Upper and Lower Canada, and giving each province a Legislative Assembly elected by the people, a Legislative Council appointed by the Crown, and a Governor appointed by the Crown and responsible to it only.

The first Legislature of Lower Canada, met in Quebec in 1791, when that city contained only about seven thousand people. The first legislature of Upper Canada opened in Newark (Niagara), in 1792, and sat till 1797, when it removed to York (Toronto), founded by Governor Simcoe, two years before

ernor Simcoe, two years before.

Then came the war of 1812, and that settled, Canadians turned their energies to fight for responsible government.

In 1840 the Home Government decided

upon the legislative union of the two provinces which were renamed Canada West and Canada East. The first parliament met in Kingston, in June, 1841. Three years later, it moved to Montreal, where the buildings were burned by a mob in 1849. From Montreal it moved to Toronto, and, in 1865, went to Quebec, and moved hither and you until Confederation.

It took nearly fifty years for the French Canadians of Lower Canada and the English colonists in Upper Canada, to learn to pull together in national harness; but, in 2004, at a convention,

iness, but, in 1334, at a convention,

HON WILLIAM PATERSON, Minister of Customs.

ward Island came in in 1873. Then during the years 1876-95 the vast and almost unknown region, called Rupert's Land, was subdivided into the territories of Yukon, Athabaska and Alberta, east of the Rockies; Kewatin, Saskatchewan and Assiniboia, east of the latter, and west and north of Manitoba; Ungava, between Quebec, Hudson's Bay and Labrador; and Mackenzie and Franklin, in the far north. In 1887 the Territories, after having gone through six different forms of government were given representation in the Federal Parliament by two senators, and four elected representatives.

Through all the succeeding years of national growth, one idea has been supreme, loyalty to Britain and the British form of government, the constitutional monarchy. Sir George E. Cartier, the rebel patriot of 1837, declared he was an Englishman speaking French, and Sir Wilfrid Laurier, the Premier of the Dominion to-day, declares: 'I love the France which gave us being and I love the England which gave us liberty.' This feeling found practical expression during the late war in South Africa, when sons of Canada shed their blood for the British flag on the veldts and kopjes of South Africa.

HOW CANADA IS GOVERNED.

Canada is as free a country as there is on the face of the globe. It became a part of the British Empire by conquest; it remains so by the choice of her people, a choice based upon the affection and pride of blood relationship, upon gratitude for fair treatment, and upon a lively appreciation of practical self interest. In 1776, 1812, 1837, 1838, 1866 and 1870, men of Canada, irrespective of origin, took the field for the maintenance of the British connection.



HON. JAMES SUTHERLAND, Minister of Public Works.

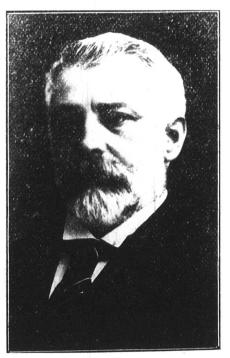


RID LAURIER, G.C.M.G, est Minister.)

BERNIER,

Revenue.

called by Lord Monck, which met at Quebec, the main details were settled, the Home Parliament passed the British North America Act in 1867, and, under this act, the four provinces of Upper and Lower Canada, New Brunswick and Nova Scotia were united.



HON. WILLIAM S. FIELDING, Minister of Finance.

The Dominion of Canada was now fairly started on its rapid growth. The rights of the Hudson's Bay Company were next purchased, and, in 1870, the province of Manitoba was constituted. British Columbia, in return for responsible government, and the Canadian Pacific Railway, joined the Confederation in the following year, and Prince Ed-

The government of Canada, as it exists to-day, is largely the product of Canadian statesmen, evolved from a series of political agitations and parliamentary acts extending over a period of more than a century. So that the gov-



HON. CHARLES FITZPATRICK, K.C., Minister of Justice.

ernment of Canada, though shaped upon British models, has actually been formed by the Canadian people themselves as best suited to the special requirements of the country and its population.

The system of national government is a Federal Union embodying the great fundamental principle of responsible parliamentary government, developed dur-



HON. RICHARD W. SCOTT, Secretary of State.

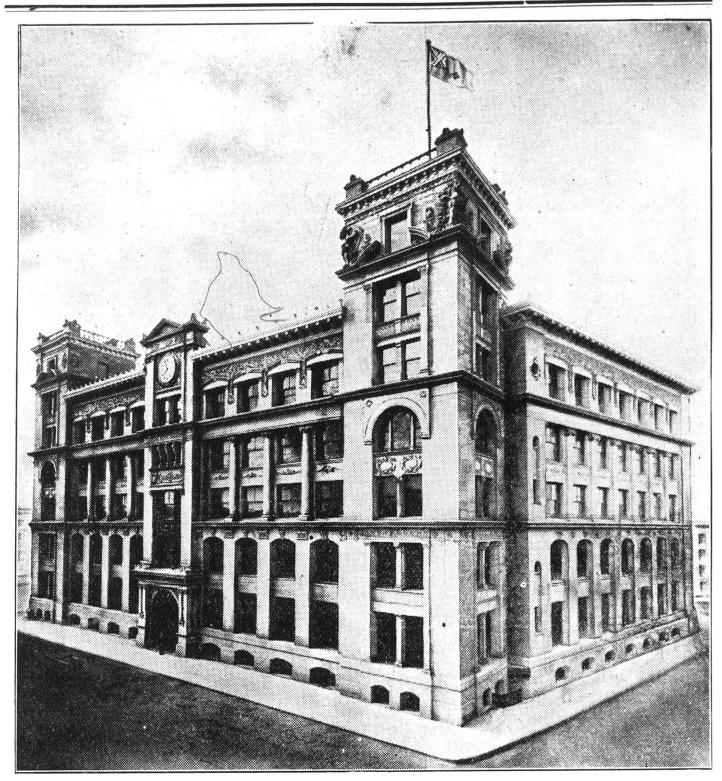


HON. W. TEMPLEMAN, Minister Without Portfolio.



HON. CLIFFORD SIFTON, Minister of the Interior.

ILLUSTRA



G. T. R. GENERAL OFFICES, MONTREAL.

ing centuries of trial and struggle in the Mother Country. By the constitution as set forth in the B. N. A. Act, 1867, the executive government and authority is vested in the Sovereign of Great Britain, who governs through the person of a Governor-General appointed by the Sovereign. The governor holds himself apart from and superior to political parties, and governs through constitutional advisers. No taxes can be levied or public money expended without the sanction of parliament. The governor's con-

deemd advisable. The various provinces are represented in the House as follows:—Ontario, 92 members; Quebec, 65; Nova Scotia, 20, New Brunswick, 14; Prince Edward Island, 5; Manitoba, 7; British Columbia, 6; North-West Territories, 4.

tories, 4.

In Ontario, Manitoba, the North-West Territories and British Columbia there is a residential manhood suffrage, providing, of course, that none but British subjects may vote. In the other provinces there are certain qualifications as

Dominion Government having the pow of veto. The constitutions of the for provinces—Ontario, Quebec, Nova Scot and New Brunswick—which compose the Dominion when Confederation we consummated, are the same in princip and details except that Ontario and Ne Brunswick have but one chamber eac a Legislative Assembly, the other principal legislature being bicameral at including Legislative Councils. Of the newer provinces, each has but one Hous an elective assembly. In details the

No taxes can be levied or advisers. public money expended without the sanction of parliament. The governor's constitutional advisers or ministers are known as the King's Privy Council for They can be taken only from Canada. members of the Dominion Parliament, and must possess the confidence of the House of Commons, consequently com-manding a majority in that House. The power of dismissing the ministry rests with the governor-general, but he can-not override the will of the House of Commons without appealing to the country through a general election. bers of parliament, when appointed to the Cabinet, have to present themselves anew to their constituents for their ap-The seat of government is at proval. Ottawa, and the Parliament of Canada consists of the King, represented by his deputy, the Governor-General, an Upper House, styled the Senate, and a Lower House, styled the House of Commons.

The Senate consists of eighty-one members, appointed for life by the Governorin-Council. Each senator must be not less than thirty years of age, a British subject, possessed of property to the value of \$4,000 and resident in the pro-

vince he represents.

The House of Commons consists of two hundred and thirteen members, elected for five years, though the House is always liable to dissolution in the event of an appeal to the people being viding, of course, that none but British subjects may vote. In the other provinces there are certain qualifications as to the occupancy or ownership of property. Aliens after three years' residence, and upon taking the oath of allegiance obtain all the rights of natural-born British subjects. Government officials are disqualified from voting.

All bills for appropriating public money or for imposing taxes must originate in the House of Commons, but only on the recommendation of the Gover-

nor-General-in-Council.

The Dominion Government has power to make laws for the peace and good government of the whole Dominion, and to regulate the public debt and property, trade and commerce, indirect taxation, borrowing on the public credit, the postal service, census and statistics, militia and defence, lighthouse and coast service, navigation and shipping, quarantine, fisheries, currency and banking, weights and measures, bankruptey and divorce, penitentiaries, criminal law (including procedure in criminal cases.

Each province has a provincial government to attend to local and provincial interests. The provincial governments have considerable less power than the various state governments in the United States. They have no power to maintain provincial military forces, nor have they the right of final legislation, the

newer provinces, each has but one Hous an elective assembly. In details the Dominion Parliament is closely followe The provincial governments regulate ed cation, asylums, hospitals, etc., jails, etc. municipal institutions, shop, tavern arother licenses, local works, marriag property and civil rights, administration of justice.

The present Dominion administratic is the eighth since Confederation. The Hon. Wilfrid (now Sir Wilfrid) Lauri was sworn in as First Minister, on Ju

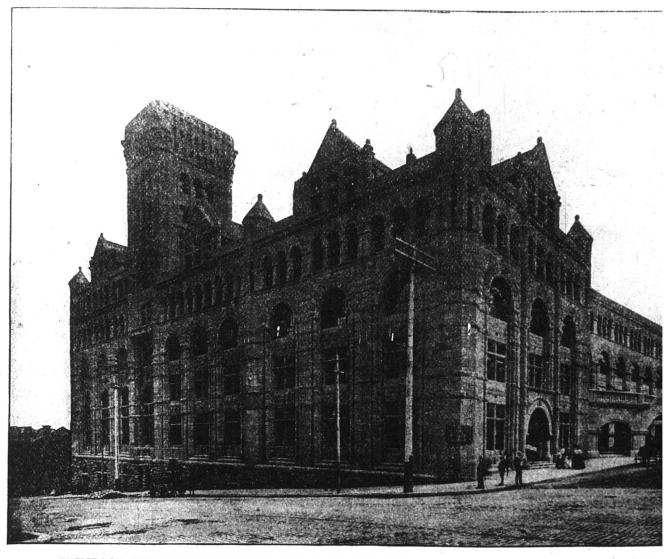
11, 1896

The current revenues of the Dominic are obtained (a) from taxation, (b) fro receipts from lands, post-office, railway canals and other sources. In the ye 1896, the revenue raised by taxatic amounted to \$27.759.285 and the revenuraised from other sources, \$8,859,306 total, \$36,618,591. In 1901 the revenuraised by taxation amounted to \$38,74:550, and from other sources, \$13,771,15 total, \$52,514,701.

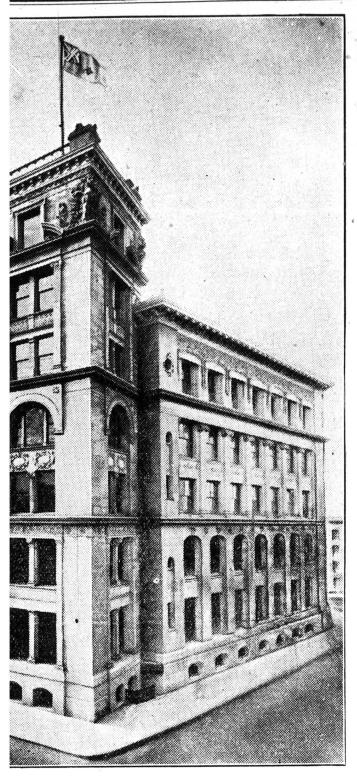
CANADA'S FOREIGN TRADE.

The development of Canada's foreig trade, especially during recent years, habeen very remarkable, testifying at one to the productiveness of the country and the enterprise of her people.

The fur trade furnished the country first exports. Wheat and other grain



WINDSOR STREET (MONTREAL) STATION AND GENERAL OFFICES OF THE CANADIAN P.



FICES, MONTREAL.

he various pro-in the House as members; Quebec, ew Brunswick, 14; 5; Manitoba, 7; North-West Terri-

a, the North-West

Dominion Government having the power The constitutions of the four of veto. provinces-Ontario, Quebec, Nova Scotia and New Brunswick—which composed the Dominion when Confederation was consummated, are the same in principle and details except that Ontario and New Brunswick have but one chamber each, h Columbia there a Legislative Assembly, the other pro-ood suffrage, pro-none but British including Legislative Councils. Of the

were sown soon after the first settlements were established, but many years were to elapse before the country exported its first agricultural produce. In the colony's earliest infancy, its grain supplies had to be imported, but, in 1670, the Canadian grain crop had attained to such dimensions that an attempt was made to corner it and an ordonnance was passed to limit the purchase of wheat. By this time Montreal had attained the distinction of being the centre of the fur trade, which had originally been established at Tadousac, and had, later, ascended the big river to Quebec. By 1770 agriculture had made rapid strides and Canadian agriculturists produced enough grain for local needs, besides wine and cattle. The regular export of fish and lumber to Europe and the West Indies had begun. In 1736 Canada exported 80,000 minots of wheat to the West Indies. The grain export trade did not make any appreciable development under French rule, and in 1741 there was no grain for export. In 1841, over two million bushels of wheat were exported. That same year, a number of enterprising merchants of Montreal procured a bill from the first legislature of Upper Canada, sitting in Kingston, to incorporate the Montreal Board of Trade. From that date Canada, foreign fred has shown a regular fre nada's foreign trade has shown a marvellous development.

The total imports of Canada in 1842 were \$8,075,840; the exports, \$1,714,644. In 1852 the imports were \$8,985,380; the exports, \$2,073,668; 1862, imports, \$20,-183,836; exports, \$8,765,591.

The following table shows the value of

total exports and imports entered for consumption in the Dominion, for the undermentioned years:—

Fiscal year ended June 30. Total Total Exports. Imports. \$ 57,567,888 73,459,644 1878.. 79,323,667 93,081,787 90,203,000 110,894,630 1888.. 118,564,352 1893.. 129,074,268 123,474,940 1894.. 117,524,949 1895..... 113,638,803 110,781,682 1896.. 118,011,508 121,013,852 119,218,609 140,323,053 1897.. 137,950,253 1898.. 164,152,683

1899..

1900..

1901..

1902..

The following statement gives the value of the exports (home produce of

158,896,905 191,894,723

196,487,632

211,640,286

Canada), during the and August for 189

1902,	6,009,404 1,658,588 8,478,376 14,056,621 3,956,652 2,570,144
1899.	2,343,240 1,857,568 9,029,086 11,033,186 2,572,189 1,866,229
1896.	1,571,241 1,654,933 8,244,074 7,373,589 1,645,067
	the mine fisheries forest I their produce products
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The following s value of the importered for consumpt of Canada (merchar months of July and 1902 :-

Vear 1896.. 1897..... 1898......... 1899.. 1900.. 1901 1902..

From the fiscal v Confederation, up t fiscal year (June 30 ports amounted to ports to \$4,150,549 total foreign trade excess of imports Confederation has average per year of

The following tal showing the large p exports last year a ish empire :-



162,764,308

189,622,513

190,415,525

212,270,158

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nent has power sace and good Dominion, and tand property, lirect taxation, credit, the posstatistics, milituse and coast shipping, quary and banking, ankruptcy and marriage and iminal law (inninal cases.

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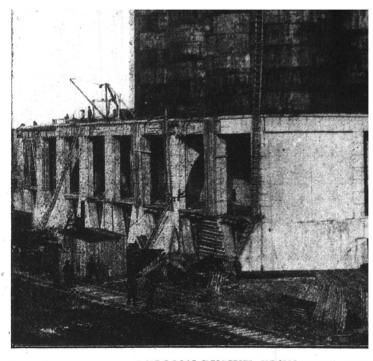
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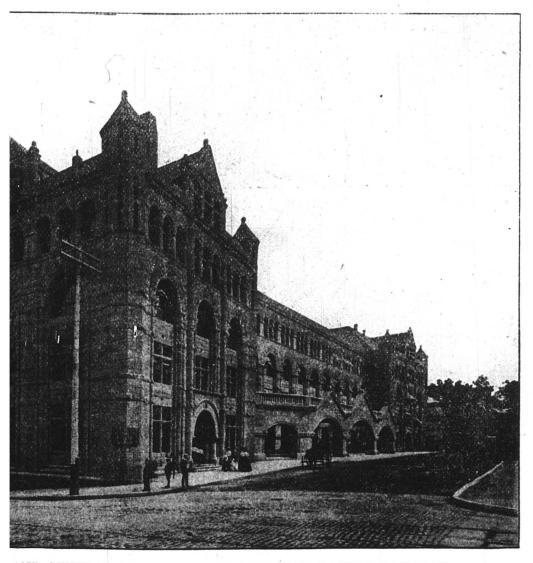
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The development of Canada's foreign trade, especially during recent years, has been very remarkable, testifying at once to the productiveness of the country and the enterprise of her people.

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MILLION BUSHEL ELEVATOR, FOR In Course of Construction for the Harbor Commission of M Company, Engineers and Contractors, 200 Commissioners Str



AND GENERAL OFFICES OF THE CANADIAN PACIFIC RAILWAY.

Articles.	British Empire. Value.	All other Countries. Value.	
Produce of the mine fisheries	\$ 1,231,018 7,882,497	\$33,860,210 6,304,573	
Animals and their produce Agricultural products	54,056,728 40,236,515	5,773,424	
Manufactures Miscellaneous articles	10,713,625 54.152	10,121,783 300 098	

THE POPULATION

Canada began the 2 about the same number as the United States teenth.

In 1880 the population known as Canada, was 1891 it was 4,833,239, showing the gain to hely 5,000,000 during the

By provinces the pop according to the three as follows:—

us lollows.
Province. 18
British Columbia 36,1
Manitoba62,1
New Brunswick321,2
Nova Scotia 440,
Ontario
Prince Edward Is-
land 108,5
Ouches 1 250 0

The Territories . . 56,4

re sown soon after the first settlents were established, but many years re to elapse before the country exted its first agricultural produce. In colony's earliest infancy, its grain plies had to be imported, but, in 1670, Canadian grain crop had attained such dimensions that an attempt was de to corner it and an ordonnance s passed to limit the purchase of eat. By this time Montreal had atted the distinction of being the centre the fur trade, which had originally a established at Tadousac, and had, er, ascended the big river to Quebec.

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The following table shows the value of all exports and imports entered for sumption in the Dominion, for the lermentioned years:—

cal year ended June 30

cal	yea	ar e	ende	ed June 30.	
				Total	Total
				Exports.	Imports.
8				\$ 57,567,888	\$ 73,459,644
8				79,323,667	93,081,787
8				90,203,000	110,894,630
3				118,564,352	129,074,268
4				117,524,949	123,474,940
5				113,638,803	110,781,682
6				121,013,852	118,011,508
7				137,950,253	119,218,609
8				164,152,683	140,323,053
9				158,896,905	162,764,308
0				191,894,723	189,622,513
1				196,487,632	190,415,525
2				211,640,286	212,270,158

The following statement gives the ue of the exports (home produce of

Canada), during the two months of July and August for 1896, 1899 and 1902:—

1902,	6,009,404 1,658,588 8,478,376 14,056,621 3,956,652 2,570,144 17,069	36,746,854	36,746,854
1899.	2,343,240 1,857,568 9,029,086 111,033,186 2,572,189 1,866,229 42,079	28,743,577 237,989	28,981,566
1896.	1,571,241 1,654,933 8,244,074 7,373,589 1,645,067 1,529,311 28,890	22,047,105 53,353	22,100,458
,	Produce of the mine "fisheries forest Animals and their produce Agricultural products Manufactures	Total (mdse.)	Totals, Exports (H.P.)

The following statement shows the value of the imports (merchandise), entered for consumption, and the exports of Canada (merchandise), during the two months of July and August, from 1896 to

Year.	Imports. Exports.	
1896	 \$19,003,462 \$23,970,528	
1897	 19,556,961 31,148.338	
1898	 29,308,043 28,569,868	
1899	 29,302,683 33,379,220	
1900	 30,485,747 35,367,738	
1901	 31,373,016 36,577,063	
1902	 32,451,279 38,404,317	

From the fiscal year 1868, the first of Confederation, up to the end of the last fiscal year (June 30, 1902), Canada's exports amounted to \$3,675,238,714; her imports to \$4,150,549,821, representing a total foreign trade of \$7,825,788,535. The excess of imports over exports since Confederation has been \$475,311,107, an average per year of \$13,580,317.

The following table is interesting as showing the large proportion of Canada's exports last year absorbed by the British empire:—

The populations of the cities of Canada having populations of 10,000 and over, were as follows, according to the census of 1901:—1, Montreal, 267,730; 2, Toronto, 208,040; 3, Quebec, 68,840; 4, Ottawa, 59,928; 5, Hamilton, 52,634; 6, Halifax, 40,832; 7, St. John, N.B., 40,711; 8, Winnipeg, 39,500; 9, London, Ont., 37,981; 10, Vancouver, 26,133; 11, St. Henri, (suburb of Montreal), 21,192; 12, Victoria, B.C., 20,816; 13, Kingston, Ont., 17,961; 14, Brantford, Ont., 16,619; 15, Hull, Que., 13,993; 16, Windsor, Ont., 12,153; 17, Charlottetown, P.E.I., 12,080; 18, Sherbrooke, Que., 11,765; 19, Guelph, Ont., 11,496; 20, St. Thomas, 11,485; 21, Peterborough, 11,239; 22, St. Louis du Mile End (suburb of Montreal), 10,933; 24, Ste. Cunegonde, (suburb of Morreal), 10,912.

Taking the unit of 4,000 inhabitants as that which constitutes an urban population, the Dominion had an urban population of 1,095,344 in 1891, and a rural one of 1,403,233 in 1901; an urban population of 1,403,233 and a rural one of 3,,967,818 in 1901.

In the United States the percentage of the urban to the total population is 37.3 as against Canada 26.12, the showing being greatly to Canada's advantage.

ing being greatly to Canada's advantage. The welfare and general contentment of a community is well indicated by the proportion of homes to the entire population, and in this respect the census returns for 1901 show that Canada stands in a very satisfactory position. There were in Canada in 1901, 1,028,892 houses and 1,070,747 families, as against 877,586 houses and 921,652 families in 1891.

A census table, showing the sexes and conjugal conditions in 1891 and 1901, gives the following figures:—1901, unmarried males, 1,748,582; unmarried females, 1,564,011; married males, 928,952; married females, 904,091; widowed males, 73,237; widowed females, 151,181.

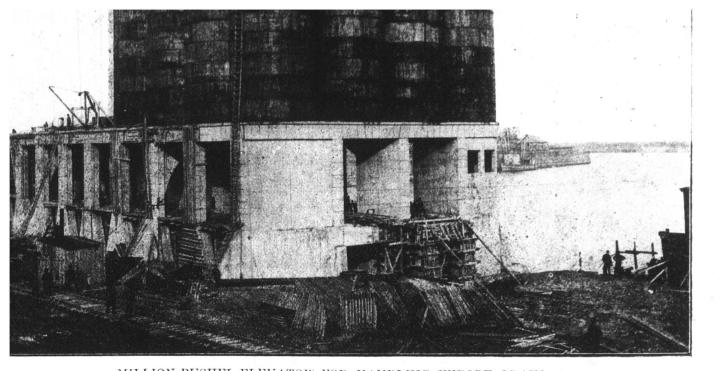
1891:—Unmarried males, 1,601,541; unmarried females, 1,451,851; married males, 796,153; married females, 791,902; widowed males, 62,777; widowed females, 129,015.

In 1891 there were 324 divorced persons in Canada and in 1901, 337, a satisfactorily small increase.

CANADA'-S FOREST WEALTH.

Though thousands of square miles of Canadian forests have disappeared to supply the exports of the lumber trade during the past hundred years, and to clear the land for agriculture, the forest wealth of the Dominion is yet fairly tremendous. In fact, there are vast pre-





MILLION BUSHEL ELEVATOR, FOR HANDLING EXPORT GRAIN, a Course of Construction for the Harbor Commission of Montreal, by the Steel Storage and Elevator Construction ompany, Engineers and Contractors, 209 Commissioners Street.

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RAILWAY	77	A	117	TT	A)

1	All other Countries. Value.	\$33,860,210 6,304,573 17,268,798 5,773,424 7,305,328 10,121,783 300,098 1,635,452	\$75,105,754 7,463,912	\$82,569,666
	British Empire. Value.	\$ 1,231,018 7,882,497 14,862,115 54,056,728 40,236,515 10,713,625 54,152 33,970	\$120,914,009 8,156,611	\$129,070,620
	Articles.	Produce of the mine fisheries forest	Total Canadian produce	Total

THE POPULATION OF CANADA.

Canada began the 20th century with about the same number of inhabitants as the United States began the Nineteenth.

In 1880 the population of what is now known as Canada, was under 400,000. In 1891 it was 4,833,239, in 1901, 5,371,315, showing the gain to have been practically 5,000,000 during the century.

By provinces the population of Canada, according to the three last censuses, was as follows:—

Province. 1881. 1891. 1901. British Columbia .. 36,247 98,173 178,657 Manitoba62,260 152,506 254,947 New Brunswick . .321,233 321,263 331,120 Nova Scotia . . . 440,572 450,396 459,574 ..1,926,922 2,114,321 2,182,942

land 108,891 100,078 103,259 Quebec 1,359,027 1,488,535 1,648,898 The Territories . . 56,446 98,967 211,654 serves of timber in northern Quebec, northern Ontario, northern New Brunswick, northern Saskatchewan, Athabasca, British Columbia, and the foot hills of Alberta, as yet untouched by the lumberman's axe.

The timber trade, like every other, has had its periods of depression and inflation, but the exports from Canada to the United Kingdom, during a series of normal years, will give an idea of the extent of the trade. In 1850, 1.052.817 loads were exported to the United Kingdom, in 1859, 1,248,069 loads; 1872, 1.211,772; 1881, 1,301,301; 1891, 1,044,641.

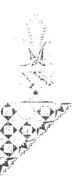
During the fiscal year 1901, Canada's exports of lumber amounted to \$23,378,650, as against \$23,646,761 in 1900; \$20,490,993 in 1899; \$19,273,552 in 1898, \$23,808,562 in 1897, \$19,972,702 in 1896, \$17,409,605 in 1895, \$16,114,081 in 1892.

Shipments of masts and spars, piles, posts, shingles, sleepers and railway ties, stave bolts, square timber, blocks for pulp, etc., give us the following as the total exports of forest products:—1901, \$30,009,857; 1900, \$29,663,668; 1899, \$28,021,529; 1898, \$26,511,539; 1897, \$31,258,729; 1896, \$27,175,686; 1895, \$23,891,166; 1892, \$22,281,744.

A noticeable feature in the lumber trade is the steady decline in the quantity of square timber exported to England, and a corresponding increase in the quantity of sawn or manufactured woods. This is, of course, entirely in favor of Canada.

During the early part of the century the export lumber trade of Canada was confined to the United Kingdom and the West Indies. A great change has taken place. The fine lands of the North Eastern States of the American republic have become depleted and unable to meet the domestic requirements. The result is that the resources of Canada have been drawn upon to such an extent that since the Confederation of the provinces, in 1867, the exports to the United States form a total of 375 million dollars, an average of nearly \$12,000.000 a year.

Canada's Commercial Capital



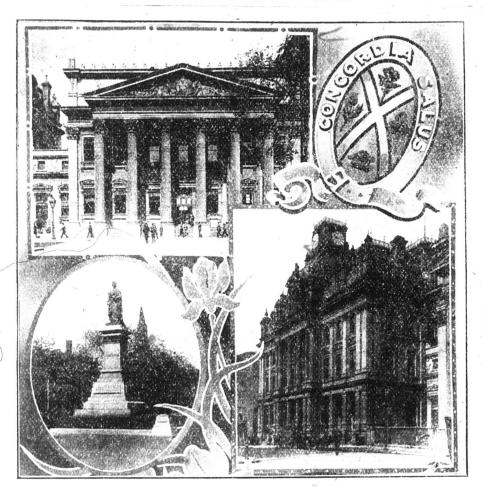
At Once the Liverpool, the Manchester, the Leeds, the Oxford of the Dominion.

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Some of the Features of the City which Impress the Stranger.

The Montreal of today is one of the most beautiful, as it is one of the most prosperous and progressive cities in the world. Its unrivalled site assures it the former distinction for all time to come, while man has, by turning the generous provisions of nature to good advantage, made the latter one an actual fact. For a bird's eye view of the metropolis of the North, let us ascend one of the lotty

less fertile plain, and on the west by another expanse, through which the Ottawa rushes, turbid and dark, to its confluence with the St. Lawrence, then those two mighty streams, co-mingled, flow past the city, lighting up the vast champaign country to the south, while upon the utmost southern verge, as on the northern, rise the cloudy summits of far-off mountains.



The Bank of Montreal. Montreal Post-Office. Queen Victoria's Statue, Victoria Square

towers of Notre Dame Church, with the American traveller and author, W. D. Howells:

'As far,' he writes, 'as the eye reaches, it dwells only upon what is magnificent. All the features of that land-

As our travellers gazed upon all this grandeur their hearts were humbled to the tacit admission that the colonial metropolis was not only worthy of its seath but had the traits of a solid prosperity not excelled by any of the abounding

have built well, realizing that they laying the foundations of a city, where the state of the st

Substantiality, has been, from its ϵ est days, the characteristic of Monti This is true as well of its architectur

of its commerce.

The ratio of increase, whether population, commerce or the accumtion of wealth has steadily risen the years, and to-day the city is gressing at a more rapid rate tha

ever has in its career.

The stranger, landing for the time in Montreal, immediately rea that he is in a metropolitan city. and a half miles long, by two wide, there are no sleepy thorough within its limits. There are quiet stin the select residential sections, we the palatial houses of the more proous citizens, the merchant princes the successful professional men, are be found, but these, in their very ture, are the evidences of a progree people, who, by their energy and exprise have made life worth living fo social pleasures. In the business tricts, however, the rush and bust a metropolis are seen and heard early morn to late at night.

Montreal is at once the London Manchester, the Birmingham, the L pool, the Paris, the Oxford of Cana

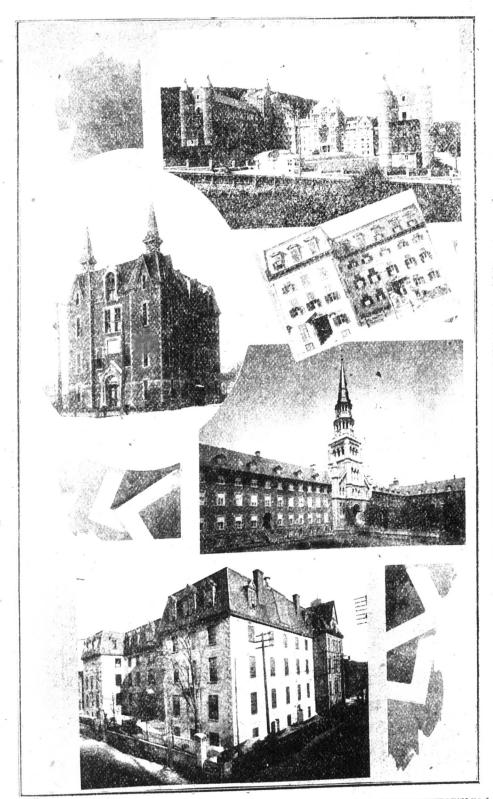
Her immense wholesale trade gigantic banking businesses embrace whole of Canada within their grasp, even cater to the wants of dichina, Japan and Australia. Her mense cotton industries are among largest and most prosperous in world; the products of her great



es, it dwens only upon what is magnimeent. All the features of that landscape are grand. Below you spreads the city, which has less that is merely mean in it than any other city of our continent, and which is everywhere ennobled by stately civic edifices, adorned with tasteful churches, skirted by fulfoliaged avenues of manisons and villas. Behind it rises the beautiful mountain, green with woods and gardens to its crest, and flanked on the east by an end-

not excelled by any of the abounding and beastful cities of the Republic.

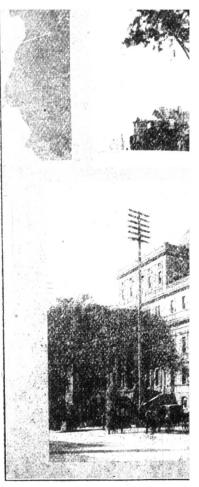
As a matter of fact, every visitor to Montreal remarks that the city wears a peculiarly Metropolitan aspect, and the same was true of her long before she attained her present size and importance. There is nothing of the makeshift order about her buildings, her parks, her public works or any of her equipment, except, perhaps, her streets. Her builders



MONTREAL PUBLIC HOSPITALS.

Western General Hospital. Royal Victoria Hospital. Notre Dame Hospital.

The Grey Nunnery. Montreal General Hospital.



Mo Nelson's Monu Monti

mills, rolling mills and iron we reach Central Africa. The house f of her great steamship companies known in every sea; regular lines well equipped steamships, a credit; proportion of which are owned in city, connect her harbor with every of any size in Europe. Thousands tourists, attracted by the beauty of city, by the excellent accommodatio her palatial hotels, by the delightemperate weather of her flowery ; mer and by the bracing out-door sp of the four months of frosty but kn winter, visit Montreal every year. dents flock to her great universities. numerous colleges and her immensevents, not only from the various vinces of the Dominion, but from e state in the neighboring Republic, f the West Indies, from Europe, and

from far away Asia and Africa.

The story of the city's steady, stantial growth is shown at a glane, the following figures of population

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200,000											1891
250,000						1.				8.	1898
267,730						١.					1901

These figures do not, however, f give an exact idea of the actual polition of the city during the past dred years.

The actual community embraced in the term 'the population of N

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Manchester. ominion.

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gazed upon all this ts were humbled to that the colonial mey worthy of its seat, of a solid prosperity y of the abounding have built well, realizing that they were laying the foundations of a city, which, from its very commanding position, must endure and develop.

Substantiality has been, from its earliest days, the characteristic of Montreal. This is true as well of its architecture as

of its commerce.

The ratio of increase, whether of population, commerce or the accumulation of wealth has steadily risen with the years, and to-day the city is progressing at a more rapid rate than it ever has in its career.

The stranger, landing for the first

time in Montreal, immediately realizes that he is in a metropolitan city. Four and a half miles long, by two miles wide, there are no sleepy thoroughfares within its limits. There are quiet streets in the select residential sections, where the palatial houses of the more prosperous citizens, the merchant princes and the successful professional men, are to be found, but these, in their very nature, are the evidences of a progressive people, who, by their energy and enterprise have made life worth living for its social pleasures. In the business districts, however, the rush and bustle of a metropolis are seen and heard from early morn to late at night.

Montreal is at once the London, the Manchester, the Birmingham, the Liverpool, the Paris, the Oxford of Canada.

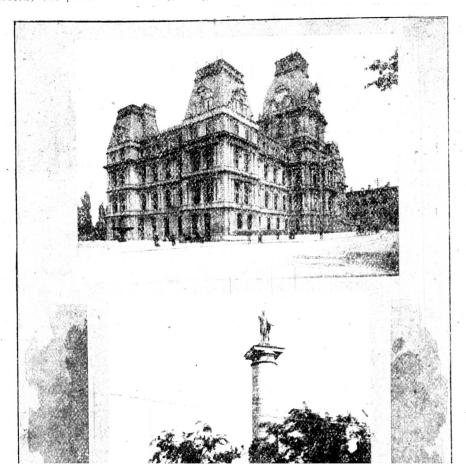
Her immense wholesale trade and gigantic banking businesses embrace the whole of Canada within their grasp, and even cater to the wants of distant China, Japan and Australia. Her immense cotton industries are among the largest and most prosperous in the world; the products of her great grist

real,' really includes the people who dwell in the thriving independent suburban municipalities, which hedge in the city of Montreal on every side. The city boundaries, in some cases, bisect whole rows of houses, so closely do the suburban municipalities elbow their mother city. The city streets continue in prolongation of their original lines through the municipalities of Verdun, Cote St. Paul, Ste Cunegonde, St. Henri, Westmount, Outremont, Mile End, De Lorimier, Maisonneuve and other municipalities, and even bear the same names as within the city limits. numbering of the houses is continued through the suburban streets, and so are the street car, gas, electric light and telephone services. Only experience can tell a person when he leaves the city of Montreal and enters one of the, many suburban towns or cities, for, be it remarked, some of these suburban offspring of the Metropolis have themselves attained the dignity of incorporation as cities. St. Henri is the eleventh municipality in Canada, so far as population is concerned; Ste. Cunegonde, the twenty-fourth. Nearly all are incorporated as towns, and all maintain their local road, street lighting, sewer and water departments, police forces, fire brigades, public parks, etc. One of them, the densely populated city of Ste Cunegonde, has every inch of its public theroughfares paved in asphalt.

The population of these adjacent suburbs, added to that of the city proper (and it must be remembered that these suburbs are but the bed-rooms of city people), would bring the population of

Montreal to about 500,000.

There are many places and institutions

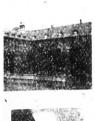


The Physics I Peter Redpath Medical Facult

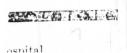
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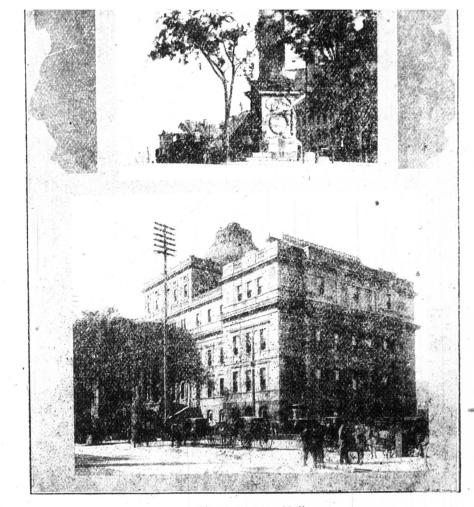
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Montreal City Hall.
Nelson's Monument, Jacques Cartier Square.
Montreal Court House.

mills, rolling mills and iron works The house flags reach Central Africa. of her great steamship companies are known in every sea; regular lines of well equipped steamships, a creditable: proportion of which are owned in the city, connect her harbor with every port of any size in Europe. Thousands of tourists, attracted by the beauty of the city, by the excellent accommodation of her palatial hotels, by the delightful temperate weather of her flowery summer and by the bracing out-door sports of the four months of frosty but kindly winter, visit Montreal every year. Students flock to her great universities, her numerous colleges and her immense convents, not only from the various provinces of the Dominion, but from every state in the neighboring Republic, from the West Indies, from Europe, and even from far away Asia and Africa. The story of the city's steady, sub-

The story of the city's steady, substantial growth is shown at a glance by the following figures of population, at

These figures do not, however, fairly give an exact idea of the actual population of the city during the past hundred years.

The actual community embraced within the term 'the population of Mont-

in the bustling, modern city of to-day, which recall stirring incidents and notable personages of her past history.

On Place D'Armes, the founders of Ville Marie first encountered the fierce Froquois, and there Maisonneuve, in 1644, killed the chief with his own hands.

On the eastern slope of the mountain is situated the flotel Dieu, a grizzled, dome-crowned pile, surrounded by a massive stone wall. This is a monument to the wisdom and foresight of Jeanne Mance, one of the five women in Maisonneuve's colony. The original site, on the corner of St. Paul and St. Sulpice street, was bought by her in 1644, and the present building on the mountain side dates only from 1861.

On the mountain slope to the west, stand the buildings of the Montreal College, with accommodation for four hundred and fifty pupils. The property is conspicuous for the two old rough stone towers in perfect preservation, part of the original defensive wall of the property. In one lies the remains of Francois Thoronkiongo, the Huron Indian, who lived to be one hundred years old, the example of the Christians and the admiration of unbelievers, and in the other, the famous Therese Gannensagones, the 'schoolmistress of the mountain, who taught for thirteen years, and died in 1695, 'in reputation of great virtue,' aged only twenty-eight years.

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The original buildings of the college Paul streets.

On the west corner of Guy and Dorchester streets, stand the great buildings

of the Grey Nun of the first building shuttered window McGill street, no lived Madame V institution, with I bought the whole guay.

East of Place street, were born tiste Le Moyne, discovered the mand, later, found were, bêtween th siana for forty-si; are in Ville Mari the Jesuit mission here on his veya Mississippi.

On St. Paul st St. Peter, lived de la Salle, who the North-West, way down the 'F

Out, on the Lovisiter is still she seignorial chateau been his home in atter whom the chad his home near Mothe Cadillac, the ef St. Lambert 1. The present Bo

The present Bo where stood the I ston, the famous and there confere dian chiefs. Bru held.

THE MAKING

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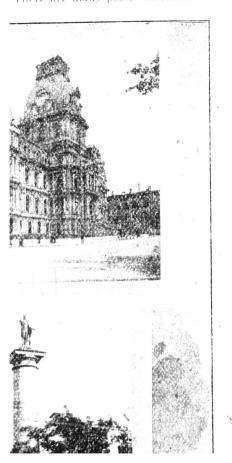
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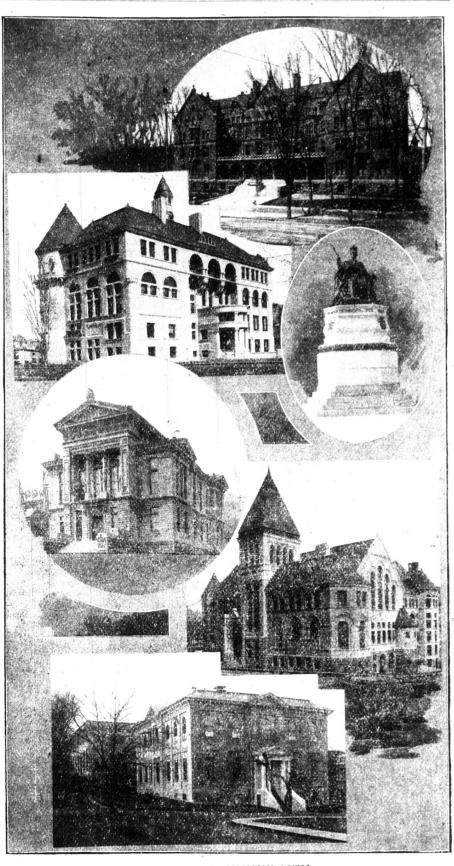
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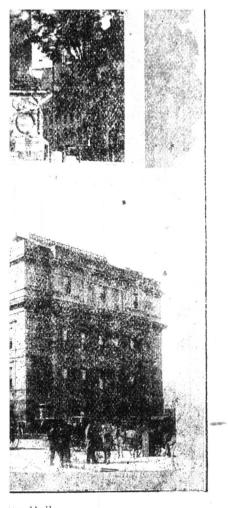




McGILL UNIVERSITY.

The Physics Building. Peter Redpath Museum. Medical Faculty Building. Royal Victoria College. Queen's Statue, Royal Victoria College. The Redpath Library.

of the Grey Numery, and the remains timation of just how much her supre-



ity Hall. eques Cartier Square. t House.

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On the west corner of Guy and Dornester streets, stand the great buildings

of the Grey Numery, and the remains of the first buildings, with its little ironshuttered windows, may still be seen on McGill street, near the river. There lived Madame Youville, who, for the institution, with her own private means, bought the whole seigniory of Chateau-

East of Place Royale, on St. Paul street, were born Pierre and Jean Baptiste Le Moyne, the men who, in 1699, discovered the mouth of the Mississippi. and, later, founded New Orleans, and were, between them, governors of Louisiana for forty-six years. A meted figure in Ville Marie was Pere Marquette, the Jesuit missionary, who started from here on his voyage of discovery to the Mississippi.

On St. Paul street, at the corner of Peter, lived Robert Cavalier, Sieur de la Salle, who, in 1676, started into the North-West, and thence made his way down the Father of Waters.

Out, on the Lower Lachine Road, the visiter is still shown tuins of a fortified seignorial chatean, which is said to have been his home in 1638. Siere du Luth, auar whom the city of Dutuch is named. had his home near Place D'Armes. La Mothe Cadillac, the founder of Detroit, lived on Notre Dame street, just was St. Lambert hill

The present Bonsecours market stands where stood the house of Sir John Johnston, the famous Indian Commissioner. and there conferences with the great Indian chiefs. Brant and Tecumseh were

THE MAKING OF THE NATIONAL PORT.

When nature provided that all the waters of the west should flow past Montreal, and the first complete ob-struction to ocean navigation, the Lachine Rapids, was situated just above the city, it was inevitable that Montreal should be the scaport of the great western region, but natural advantages have had to be combined with human enterprise and ingenuity to assure Monis real of her destiny.

It requires a glance at the map to appreciate the secret of Montreal's commercial pre-eminence and to form an co-

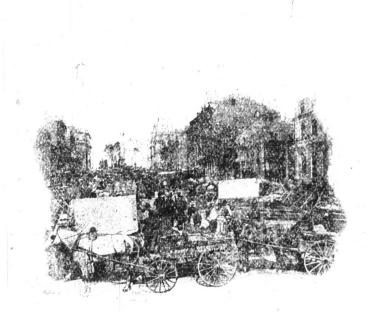
timation of just how much her supremacy is due to her natural position, and how much to enterprise of her own citi-

The River St. Lawrence is 1,500 miles in length and drains an area of 350,000 square miles. From Montical to Que-bec, a distance of 160 miles, as width varies from one to two miles. From a short distance below Quebec to the Guli of St. Lawrence, it varies from ten to thirty-five miles in width. Haif way between Montreal and Quebec it widens out into Lake St. Peter, which is twenty miles long and nine miles wide. At Quebec the tide rises fourteen feet, but it ceases to be observed at the lower end of Lake St. Peter.

From Quebec to Montreal the depth, ever plang for a destance of thirty miles. mostly in Lake St. Peter, was never less than thirty reet. The work of deep-ening the channel on the flats of that like was equimenced in 1851 by the Harbour Commissioners of Montreal, and has been sendily continued, so that now a depth of twenty-seven and a half rect at lowest water has been attained. Owing to these great efforts the largest ocean vessels are able to feach our port. In carrying on these works 9,500,000 cubic yards had to be removed. The ship channel so deepened is 500 met wide at its narrowest point. It is 986 miles from Montreal to the Straits of Belle-The city is 250 miles above salt water, and it is 515 miles nearer to Liverpool than is the city of New York. A third of the whole distance to Europe by way of the St. Lawrence is in comparatively smooth water.

Westwardly the distance from Montread to Chicago by the St. Lawrence system of river, canals and lakes, is 1. 261 miles, or 158 miles less than the dis-fance from New York to the same city, while the canals of the St. Lawrence system aggregate only 70 miles, against 350 miles of artificial mavigation by the Erie Canal to Buffalo.

West of the great basin through which this St. Lawrence current pours its water lie vast regions of time grain-growing and grazing lands. Behind these lie range after range of meantains, with mineral riches as yet unknown. Fur-



MARKET DAY AT BONSECOURS MARKET.

ın 1825 a r

frontage of 1,120 feet and a depth

wharf with a length of 1,260 reet a with a water depth of five reet was c

frontage of 4,950 feet, or nearly a m In 1845 to 1847 the wharfage accomm dation was increased to 7.070 feet, 1.55 miles. In 1850, 1,370 feet of I whartage in six feet of water had b added. In 1856 the work of dredg the harbor proper to allow vessels heavy draught to approach and tie to the wharves, disposing of the of lighters, was begun. In 1866, w of lighters, was begun. In 1866, who vessels drawing twenty feet of wa could come to Montreal, there was

following wharfage acommodation in harbor of Montreal:—For vessels dr ing twenty feet of water, 1.39 miles;

vessels drawing less than twenty it 1.78 miles. In 1876 there were miles of wharves; in 1878, 4.46 mi By 1882 (there were then 4.7 miles wharves), there had been expended the harbor between the Victoria Bri

and Longue Pointe, no less a sum tl \$3,000,000, and not a cent of it had co out of the public treasury, Federal Provincial. The money had been I

vided for; and the interest and con-erable of the capital paid out of

When work was begun in 1895 on

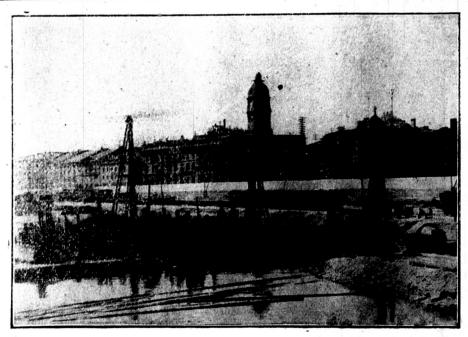
project of harbor improvements now

harbor revenue alone.

In 1842 there was a wh

two feet at low water.

structed.



THE TRANSFORMATION OF MONTREAL HARBOR. The Piling for the Harbor Commissioners' Elevator, June, 1902.

ther back lie the prolific orchards of the west; back of these the fish-teeming waters of the Pacific; and across these waters the Orient—that land the map of which is but half unrolled. To the north of the St. Lawrence valley lie rich wheat belts, cattle lands, and mineral-bearing mountains. To the south are some of the fairest and most productive regions in the world. As the water courses from distant springs seek this mighty valley in their search for the ocean, so is commerce from all these lands gravitating towards it in ever-in-creasing volume. Year by year the channels cut by this commerce grow deeper and deeper, and lengthen as they draw to them the trade of lands still farther away

In 1820 a large ocean trade centred in Montreal, which port controlled the import trade not only of Canada, but of Northern New York and Michigan via the Richelieu, Lake Champlain, the Upper St. Lawrence and Lake Ontario. The size of the ships had increased and the shallows in Lake St. Peter and the river were found serious obstructions to

trade

In 1830 an act was passed giving power to the governor to appoint three commissioners for the purpose of carrying into effect an act providing for the improvement of the harbour of Montreal. This board consisted of the Hon. George Moffat, chairman; Mr. Jules Quesnel,

to that date the commissioners had confined their work to the harbor proper, but from then until 1888 the Board had charge of the works on the river between Montreal and Quebec, as well. In 1841 the governor was given power to appoint additional harbor commissioners, but this power was apparently never exercised, for there were but three commissioners until 1855. in that year provided for five commissioners, three to be appointed by the Crown, the other two being the Mayor of Montreal and the president of the Board of Trade. The board remained thus constituted till 1873, when its membership was increased to nine, four appointed by the government. The others were appointed as follows: Board of Trade, two; the City Council, the Corn Exchange and the shipping interest one each. The tenure of office was five years. Next year the Board of Trade was allowed but one member, and five of the nine were appointed by the government, the term being made four years.

In 1853, the first ocean steamship, the 'Genova,' arrived in port. In 1853 the ship channel had been deepened to 16 feet; in 1859, to 18 feet; in 1865, to 20

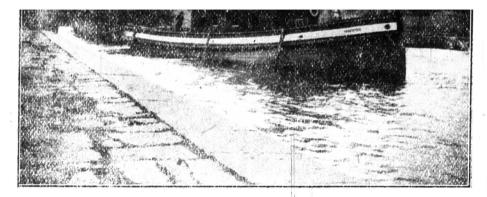
feet; in 1878, to 22½ feet. In 1882 the channel was deepened to twenty-five feet throughout, and in 1888, the year the work was taken over from

berrow money to carry on the work. Up An act passed

proaching completion the wharfage pacity was as follows:—Wharfage 27½ feet depth at low water, 12,128 fe wharfage of 25 feet to 20 feet depth low water, 2,650 feet; wharfage un 20 feet depth at low water, 6,184 fe total, 26,962 feet. The year 1898 was an eventful one the history of the Harbor Commissi as marking the conclusion of an agi ment between the Commission, the C Corporation and the Dominion Gove ment, by which the extensive impro ments to the harbour facilities, and additions to the wharfage accommo tion, so long desired, and so earnes urged by the Board, has been to a gr extent carried into effect. The Commission continued to pr upon the government the special ciai of Montreal as the national port of Dominion, and the fact that its sit tion at the head of ocean navigat obliged the port authorities to rece and accommodate not only the la ocean steamers then coming to this po but provide for the continual increase size and capacity of those they wo be obliged to accommodate in the ture, while providing at the same ti for the accommodation of inland vess bringing to this port for transhipme across the Atlantic the product of west, for whose inland transport st large sums have already been expend by the Dominion.

White the Dominion Government not consent to all the propositions s mitted to them by the Commission they so far met the views of the Boa by placing before Parliament an act which power was given to proceed w many of the proposed improvements the harbour. This act, passed by 1 Dominion Parliament on June 13, 18 empowered the government to lend to Harbour Commissioners \$2,000,000, which \$1,250,000 was to supplement th





ON THE LACHINE CANAL.

and Captain Robert S. Piper, of the Royal Engineers. This was the origin of the present Harbour Board. This first appointment of commissioners seems to have been made merely for the purpose of carrying out the improvements defined in the act of 1830, which improvements consisted in building the present quay and joining the island, late the Island Wharf, to the new wharf system. But as the scope of the work widened the commission was continued by acts of parliament passed from time to time.

In 1841 the legislature made an appropriation for deepening the channel in Lake St. Peter; but the work was suspended in 1846 and abandoned the following year. The shallowest part of the ship channel showed a depth of water of only eleven feet, and the trade of Montreal was restricted to vessels of four hundred tons or less. This sort of thing could not last. The Hon John Young, who represented Montreal in the Legislature, championed the cause of the harbor and was well backed up by the Beard of Trade. Mr. Young represented Montreal in the Legislature, and in 1850 he was instrumental in passing an act assigning to the Harbor Commissioners the task of improving the ship channel and authorizing that body to

the Harbor Commissioners, to twenty-seven and a half feet. Since then the work of widening the channel at certain points and of dredging it to a uniform depth throughout of thirty feet at lowest water has been in progress under the Department of Public Works.

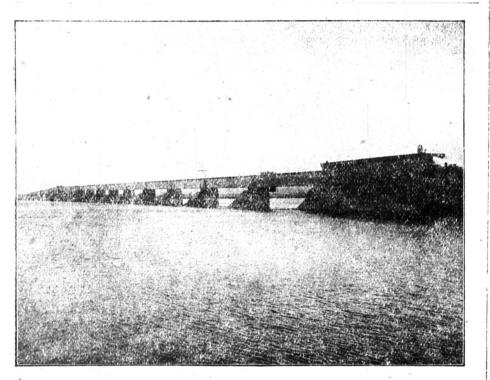
The work done on the channel by

The work done on the channel by the Commissioners cost about \$3,000,000, including a valuable dredging plant handed over to the government when it assumed the channel debt and works.

Since 1888 the Harbor Commissioners have had control only over the harbor of Montreal, which extends from the River St. Pierre to Longue Pointe. The last change in the constitution of the commission was in 1894, when two members, one representing the Chambre de Commerce, the other appointed by the government, were added, making the total as at present, eleven members.

During the past few years the harbor proper has undergone a complete transformation and the river front to-day would be quite unrecognizable by any one who had been absent from the city since, say, 1895.

A hurried glance over the work of harbor improvement from the very beginning is interesting. Previous to 1825 there were only two wharves with a



Across the St. Lawerence, opened for traffic, 1860, Reconstructed, 1900—G. T. R.

Harbour Commissioners \$2,000,000, c which \$1,250,000 was to supprement tha formerly authorized for the carrying of the long-required harbour improvements opposite the central part of the city, and the remaining \$750,000 was to be appried toward the building or in provement of wharves, structures an other accommodations, including the building of a dry dock below St. Mary Current, the plans in each case to be subject to the approval of the Ministe of Public Works before construction began.

Since the date in question the wor of harbour improvement has made rapid progress, and all of the wharf construc tion work contemplated for the presen in the upper part of the harbour will b completed before the ice forms, leaving however, considerable filling in to b done next year. A complete transfor mation has taken place. The old wharve have been either dredged away altogether, or buried deep under the fillin of the new piers. Work is well advanced on two of the first permanent whar structures-huge grain elevators, each c one million bushels' capacity—one bein constructed for the Harbor Commission ers, the other for the Grand Trun When these structures ar Ranway. completed they are expected to have an important stimulating influence upor the grain export trade.

THE TRADE OF THE PORT.

Montreal enjoys the singular distinction of being an ocean port, and a great ocean port, though situated 986 mile inland. Not only is Montreal the great importing and exporting point of the Dominion, but she may also be described as the seaport of much of the western part of the United States.

During the seven-month seasons of navigation vessels sail regularly in ever increasing numbers, from Montreal outward to the great ports of England an Scotland; to the West Indies, the Moditerranean; to European Continents ports; to South Africa; to our own Low er Provinces. From Montreal inward great freight steamers ply the Uppe Lakes to far-off Chicago and Duluth and Port Arthur.

The total quantity of through freight

The total quantity of through freight passed eastward and westward throug the Welland and St. Lawrence Canals from Lake Erie to Montreal, during fit teen years, is as follows:—

Eastward Westward to Montreal from Montreal

			to	MIC	ntr.	ear.	Hom	Month
		*			T	ons.		Tons.
	1886.					. 2	14,514	16,801
	1887						13,834	14,075
	1888					. 18	33,899	19,310
	1889						08,197	25,370
?	1890					. 23	31,746	13,951
	1891		7.			30	9,593	14,060
	1892					. 26	33,144	9,452
	1893					. 50	08,016	16,545
	1894					29	92,191	9,439
	1895.					. 26	36,659	№10,555
	1896					. 48	30,077	10,050
	1897.					. 58	34,246	4,542
	1898.					. 53	8,108	4,436
	1899					. 35	4,933	5,991
	1900.					. 28	8,251	6,217

The decrease in exports from the far western ports via Montreal during the past few years was not exceptional. The decrease of grain receipts via the canals



, 1902.

y on the work. Up nissioners had conthe harbor proper, 888 the Board had on the river be-juebec, as well. In given power to apor commissioners, parently never exre but three com-

An act passed l for five commis-appointed by the being the Mayor president of the ne board remained 873, when its memto nine, four ap-iment. The others llows: Board of Council, the Corn llows: pping interest one of office was ear the Board of but one member, were appointed by term being made

ean steamship, the port. In 1853 the n deepened to 16 eet; in 1865, to 20 feet.

was deepened to ghout, and in 1888. s taken over from



frontage of 1,120 feet and a depth of two feet at low water. In 1825 a new wharf with a length of 1,260 reet and with a water depth of five teet was constructed. In 1842 there was a wharf frontage of 4,950 teet, or nearly a mile. In 1845 to 1847 the wharfage accommodation was increased to 7.070 feet, or 1.55 miles. In 1850, 1,370 feet of new whartage in six feet of water had been added. In 1856 the work of dredging the harbor proper to allow vessels of heavy draught to approach and tie up to the wharves, disposing of the use of lighters, was begun. In 1866, when vessels drawing twenty feet of water could come to Montreal, there was the following wharfage acommodation in the harbor of Montreal :- For vessels drawing twenty feet of water, 1.39 miles; for vessels drawing less than twenty feet, 1.78 miles. In 1876 there were 4.2 miles of wharves; in 1878, 4.46 miles. By 1882 (there were then 4.7 miles of wharves), there had been expended on the harbon between the Victoria Builden the harbor between the Victoria Bridge and Longue Pointe, no less a sum than \$3,000,000, and not a cent of it had come out of the public treasury, Federal or Provincial. The money had been provided for; and the interest and considerable of the capital paid out of the harbor revenue alone.

When work was begun in 1895 on the project of harbor improvements now approaching completion the wharfage capacity was as follows :- Wharfage 271/2 feet depth at low water, 12,128 feet; wharfage of 25 feet to 20 feet depth at low water, 2,650 feet; wharfage under 20 feet depth at low water, 6,184 feet; total, 26,962 feet.

The year 1898 was an eventful one in the history of the Harbor Commission, as marking the conclusion of an agreement between the Commission, the City Corporation and the Dominion Government, by which the extensive improvements to the harbour facilities, and the additions to the whartage accommodation, so long desired, and so earnestly urged by the Board, has been to a great extent carried into effect.

The Commission continued to press upon the government the special claims of Montreal as the national port of the Dominion, and the fact that its situation at the head of ocean navigation obliged the port authorities to receive and accommodate not only the large ocean steamers then coming to this port, but provide for the continual increase in size and capacity of those they would be obliged to accommodate in the future, while providing at the same time for the accommodation of inland vessels bringing to this port for transhipment across the Atlantic the product of the west, for whose inland transport such large sums have already been expended by the Dominion.

While the Dominion Government did not consent to all the propositions submitted to them by the Commission, they so far met the views of the Board by placing before Parnament an act by which power was given to proceed with many of the proposed improvements to the harbour. This act, passed by the Dominion Parliament on June 13, 1898, empowered the government to lend to the Harbour Commissioners \$2,000,000, of for last year was 22.43 percent, while for the same year there was a decrease of 34.89 percent in the receipt of grain freight via the United States canals re-ceived at the Port of New York. Dur-ing the year 1900 the receipts of grain freight for shipment at Montreal received by C. P. R. and G. T. R. increased by 20,454 tons as compared with the preceding year, an increase of 9.8 percent. The recipts at New York via railways for shipment decreased \$246,511, or 5.61

The following statement shows the value of goods imported and exported seaward into and from Canada, via the St. Lawrence river; also, the value of goods transhipped at Montreal for for-eign countries both inwards and outwards, during the fiscal year, ended June

30, 1902:

Total imports from sea via St. Lawrence.. \$ 40,776,650 Total exports for sea via St. Lawrence.. 61,255,164 Total merchandise received at Montreal for transhipment for foreign countries 11,382,567

Total trade via St. Law-

During the past sixteen years the purely foreign trade of Montreal, the handling of foreign produce and goods in the harbor has more than doubled, as the following figures giving the total value of goods in transit through Montreal for transhipment for foreign countries indicate: -Fiscal year ending June 30, 1886, cate:—Fiscal year ending June 30, 1886, \$5,745,606; 1887, \$7,645,393; 1888, \$8,058,-888; 1889, \$10,314,396; 1890, \$12,714,705; 1891, \$13,202,292; 1892, \$9,423,862; 1893, \$9,313,904; 1894, \$8,186,145; 1895, \$8.027,-366; 1896, \$14,191,628; 1897, \$11,077,825; 1898, \$9,378,657; 1899, \$10,485,519; 1900, \$13,160,009; 1901, \$10,707,369; 1902, \$11,-289,562 382,567,

The steamship lines trading to Montreal rank in tonnage and equipment

with the best in the world.

Montreal's principal exports are grain, lumber, cattle, sheep, apples, cheese, butter, wood pulp, etc., and the volume of these is not only enormous, but constantly increasing. The trade returns of Canada for 1902 (first fiscal year ending June 30), show that during the year Montreal imported \$40,776,650, and exported \$61,255.164; or, roughly speaking, thirty-three and a third percent of the total exports, and nineteen and a fifth percent of the total imports of the Dominion passed through its port. This foreign trade was carried in 396 vessels aggregating 975,741 tons, or an average of 2,486 tons to a vessel. In 1880 the average was only 884 tons, so that in less than a score of years the size of the vessels trading to Montreal has nearly trebled.

During the years 1899, 1900 and 1901, and the early part of 1902, the harbor felt the effect of the wars in South Africa and China, many of the largest of the regular line steamers being employed as army transports. The following table gives an idea of the total ocean trade, foreign and domestic, of the part of Montreal during twelve years, showing the total number of arrivals from



The Comp

also make snow Hochelaga shops, t cars, repair 700, bu pair 7,000.

The annual outr being erected at street, will be as fo senger cars, repair 30 freight cars per day; build 75 loc wheel foundry will per day.

The general office Windsor street, ar McGill street, are handsomest busin city, but are among

fices in the world.

The Canadian Pa depots in Montre street, from which day run, and, the o from which 25 tr Grand Trunk stat situated on St. Jan culiarly handsome passenger station. into this station at day.

Montreal is the r nus of the Interco has fifty employees four lines—the Dela Central Vermont, New York Central



oners, to twenty-Since then the channel at certain g it to a uniform hirty feet at lowprogress under the Works.

the channel by t about \$3,000,000, edging plant handment when it asot and works. or Commissioners over the harbor of

ds from the River Pointe. The last ition of the com-The last hen two members, hambre de Cominted by the govmaking the total members.

years the harbor a complete transver front to-day ognizable by any ent from the city

ver the work of rom the very be-Previous to 1825 wharves with a



Commissioners \$2,000,000, of Harbour which \$1,250,000 was to supprement that formerly authorized for the carrying out of the long-required harbour improvements opposite the central part of the city, and the remaining \$750,000 was to be appned toward the building or improvement of wharves, structures and other accommodations, including the building of a dry dock below St. Mary's Current, the plans in each case to be subject to the approval of the Minister of Public Works before construction be-

Since the date in question the work of harbour improvement has made rapid progress, and all of the wharf construction work contemplated for the present in the upper part of the harbour will be completed before the ice forms, leaving, however, considerable filling in to be done next year. A complete transformation has taken place. The old wharves have been either dredged away alto-gether, or buried deep under the filling of the new piers. Work is well advanced on two of the first permanent wharf structures—huge grain elevators, each of one million bushels' capacity—one being constructed for the Harbor Commissioners, the other for the Grand Trunk When these structures are Ranway. completed they are expected to have an important stimulating influence upon the grain export trade.

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The total quantity of through freights passed eastward and westward through the Welland and St. Lawrence Canals, from Lake Erie to Montreal, during fifteen years, is as follows :-

> Eastward Westward to Montreal. from Montreal.

		Tons.	Tons.
1886	 	244,51	4 16,801
1887		213,83	
1888		183,89	
1889		298,19	
$1890 \dots$		231,74	
1891	 ,	309,59	3 14,060
		263,14	4 9,452
		508,01	
$1894 \dots$		292,19	1 9,439
	 	266,65	
		480,07	
1897	 	584,24	
1898	 	538,10	
1899	•	354,93	
1900	 	288,25	0,217

The decrease in exports from the far western ports via Montreal during the past few years was not exceptional. The decrease of grain receipts via the canals

sea, with their tonnage:

						,	5	teom.	Sailing	Total
Years.							ř	ships.	vessels	tonuage
1891								631	94	938,657
1892		,		,				658	77	1,036,707
1893		,		,				737	67	1,151,777
1894		,						684	50	1,096,909
1895				,				592	48	1,069,386
1896		,						669	40	1,216,468
1897	,		,					752	44	1,379,002
1898								830	38	1.584.072
1899								733	28	1,517,611
1900			,		,			692	34	1,393,886
1901								707	35	1,450,048
1902								712	38	1,528,000

MONTREAL AS A RAILWAY CENTRE.

Montreal is the greatest railway centre in Canada, being the headquarters of both of the principal railway systems, the Canadian Pacific Railway and the Grand Trunk, which have their general offices and their principal workshops in the city. The present Montreal employees of each company number 3,000, but the number of local Canadian Pacific employees will shortly be greatly increased as the company has at present under construction a number of immense new workshops, which, when completed, will make the company's works in Montreal the most extensive railway construction workshops in the world, and will give employment to 5,000 additional workmen. The present annual output of the C.P.R.'s Montreal shops is as fol-lows:—Delorimier avenue shop, build 25 new locomotives, repair and rebuild 300,

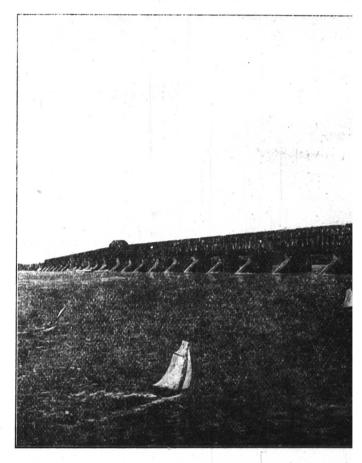


THE TR. Dredg

with the G.T.R. Montreal connection New York and o points.

Five railway bridg of Montreal with th the continent.

The Victoria tubu to the Grand Trun Lawrence, at Mon considered one of t ders of the age. bridge, which weig rested on twenty-fo completed at the co lars. Owing to th and the multiplicat enormous rate, it standing the constru open bridge span ac chine, by the Canac that a single track cient accommodation



VICTORIA JUBILEE BRIDGE OVE Opened by the G.

last year was 22.43 percent, while the same year there was a decrease 4.89 percent in the receipt of grain the via the United States canals reed at the Port of New York. Durths year 1900 the receipts of grain the for shipment at Montreal receivity C. P. R. and G. T. R. increased 0,454 tons as compared with the preng year, an increase of 9.8 percent. recipts at New York via railways shipment decreased \$246,511, or 5.61 ent.

ne following statement shows the e of goods imported and exported and into and from Canada, via the Lawrence river; also, the value of is transhipped at Montreal for forcountries both inwards and outits, during the fiscal year, ended June 1902:

tal trade via St. Lawrence......\$113,414,381

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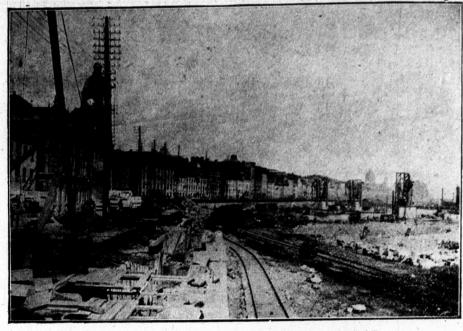
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age was only 884 tons, so that in than a score of years the size of vessels trading to Montreal has near-

ebled.



THE TRANSFORMATION OF MONTREAL HARBOR. The Commencement of the New Flood Protection Wall.

also make snow ploughs, castings, etc. Hochelaga shops, build 80 new passenger cars, repair 700, build 500 box cars, repair 7,000.

The annual output of the new shops being erected at the head of Moreau street, will be as follows:—Build 100 passenger cars, repairs to 9,000; build 25 to 30 freight cars per day, repair 100 per day; build 75 locomotives, repair 400; wheel foundry will turn out 250 wheels per day.

The general offices of the C.P.R., on Windsor street, and of the G.T.R., on McGill street, are not only among the handsomest business buildings in the city, but are among the finest railway offices in the world.

The Canadian Pacific Railway has two depots in Montreal: one on Windsor street, from which about fifty trains a day run, and, the other, on Viger square, from which 25 trains run daily. The Grand Trunk station (Bonaventure), is situated on St. James street, and is a peculiarly handsome and well equipped passenger station. Seventy trains run into this station and as many out every day.

day.

Montreal is the present western terminus of the Intercolonial Railway, which has fifty employees here; and no less than four lines—the Delaware & Hudson, the Central Vermont, the Rutland and the New York Central connect near the city

train traffic, between the main land and the island, and the ponderous iron tunnel has been replaced by a fine openwork structure, called the Victoria Jubilee Bridge, containing a double track for steam cars and electrics, two roads for horses, and two footpaths.

The construction of a third bridge, to be called the Royal Albert, is now in contemplation, connecting the east end of the city with the rapidly developing south bank of the St. Lawrence, at the prosperous little town of Longueuil. The bridge is part of the project of the Atlantic and Lake Superior Railway, an immense project, which, is in time to provide Montreal with a still shorter alternate route to the great wheat regions of the west, and already gives it a much shorter winter route to salt water. Still another project, now in course of exploitation, provides for the construction of a tunnel between the city and the south shore of the St. Lawrence.

Both the C. P. R. and G. T. R. have substantial bridges, connecting the island of Montreal with the mainland at St. Ann's and Vaudreuil, while the C.P.R. has still another bridge connecting the north side of the island with the mainland. Work is to be begun next spring on a new railway bridge, connecting the east end of the island with the mainland, to bring the Great Northern Railway into the city.



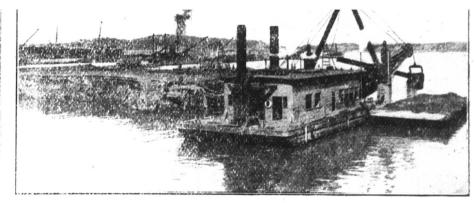
the total number of arrivals from , with their tonnage:-

									1	teom.	Sailing	Total
u	1	3.							J.	hips.	vessels	tonnage
1							٠.			631	94	938,657
2					,			,	ì	658	77	1,036,707
3								,	,	737	67	1,151,777
1									ì	684	50	1,096,909
5									ì	592	48	1,069,386
3										669	40	1,216,468
7						ì		,		752	44	1,379,002
ġ,										830	38	1,584,072
)				•					,	733	28	1,517,611
)										692	34	1,393,886
í.										mo=	35	1,450,048
2				,						712		1,430,048 $1.528,000$
			*	٠						112	00	1,020,000

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THE TRANSFORMATION OF MONTREAL HARBOR. Dredging Away the Old Island Wharf, (1901).

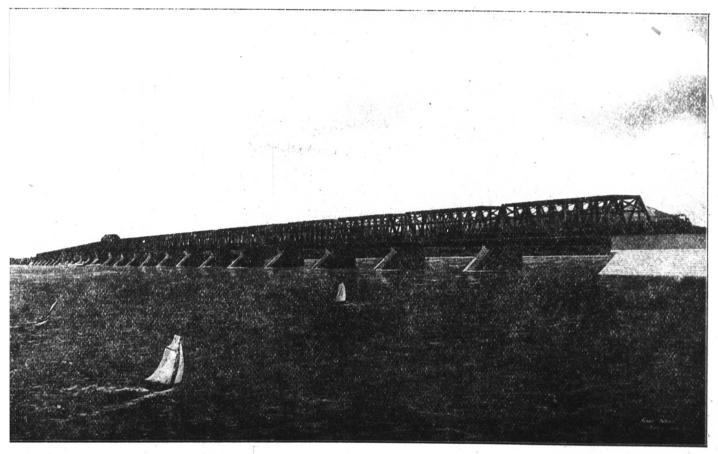
with the G.T.R. and C.P.R., giving Montreal connection by four routes with New York and other United States points.

Five railway bridges connect the Island of Montreal with the railway systems of

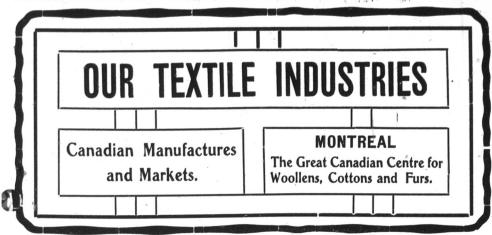
the continent.

The Victoria tubular bridge, belonging to the Grand Trunk, spanning the St. Lawrence, at Montreal, was, for long, considered one of the engineering wonders of the age. Forty years ago, this bridge, which weighed 8,250 tons, and rested on twenty-four stone piers, was completed at the cost of six million dollars. Owing to the growth of the city and the multiplication of trade at an enormous rate, it was found, notwithstanding the construction of a handsome open bridge span across the river, at Lachine, by the Canadian Pacific Railway, that a single track did not provide sufficient accommodation for the G.T.R.

One marked and important results of the local railway enterprise of the past ten years, has been the opening up of a great tract of country, previously a terra incognita, north of the St. Lawrence. Several lines of railway have been built within the past few years, right into the heart of the picturesque Laurentian mountains, opening up great tracts of land, suitable for settlement, lumber areas, possible mining regions and a country fairly teeming with game and fish. Along the wooded shores of many mountain-bounded lakes, unknown ten years ago, Montrealers now have handsome summer houses, and, in some suitable localities, well up in the clear mountain air, sanitaria have been established among the pine forests. The railway has demonstrated that there are great possibilities in the way of developing this great northern preserve, and the development of the past few years has been fairly marvellous.



VICTORIA JUBILEE BRIDGE OVER THE ST. LAWRENCE AT MONTRE AL.



Canada, during the last few years, has made giant strides in the manufacture of textiles whether the subject be considered from the standpoint of quality or quantity and Montreal continues, as she has always done, to lead the Dominion in this respect. The large woollen and cotton manufacturers and fur dealers and wholesale clothiers, whether dealing in men's or women's wares, have their headquarters, and, in many instances, their factories, in Montreal. Numbers of these firms have hundreds of thousands of dollars invested in their various enterprises, and, as a result of employing the best skilled labor and the most improved machinery, using raw material of the first quality, and following modern business methods, they are establishing themselves in the most desirable and promising markets in the world. Our capitalists and manufacturers have the advantage of the experience of all those who have gone before them in their particular lines of business, and they have not been slow in adopting all the measures that seemed to contribute to success, and, in some respects, at least, it can be justly and modestly said that Canada's wholesale merchants and manufacturers lead the world.

Energy, enterprise, foresight, perseverance and success will be read between the lines of every business notice contained in this Industrial Number of the 'Witness.' Prosperity might be painted in large letters over the offices of most of our large industrial and mer-cantile houses, and faith in the future of our mighty and magnificent heritage, is the influence which spurs the leaders in our commercial, financial, manufacturing and agricultural circles, on to achieve still greater things. The value or our textile industries to our country can hardly be overestimated.

Our rapidly increasing western population is giving a tremendous impetus to the trade of the eastern houses, and many of these, established for generations in the Canadian metropolis are not only sending their travellers, but opening up branches in the far west. ing up branches in the lar west. It is impossible to forecast the situation which may develop from the rapidly changing conditions to be found in the

THE DOMINION COTTON MILLS, COMPANY (LIMITED).

The Dominion Cotton Mills Company is a large concern, having mills in different parts of the country, and employing between 5,000 and 6,000 hands. Mr. A. F. Gault is the president, and the Hon. Senator Forget is the vice-president; Mr. A. B. Mole is the manager, and Messrs. Stevenson, Blackader & Company, of Montreal and Toronto, are sales agents for the company. The head sales agents for the company. The head offices and two of the mills are in Mont-real, where 1,700 hands are employed. The print works and another cotton mill are established at Magog, where one thousand hands are employed. Other mills owned by the company are situated at Halifax, N. S., Windsor, N. S., Moncton, N. B., and Kingston, Ont

This company manufacture all kinds of bleached and grey cotton, shirtings, sheetings, bags, drills, ducks, flannels, yarns, etc. Their prints are considered by the consumers as quite equal to the best English goods and have an enormous sale throughout the Dominion. In the manufacture of their goods the company operate 250,000 spindles, five thousand looms, six water wheels and fifty boilers. The mills at Hochelaga, Montreal, and at Magog, have recently undergone extensive improvements and enlargements.

Representatives of this company state that the last reduction made in the preferential tariff is very discouraging to the owners of cotton mills in Canada. They find it impossible, they say, to compete with the wages paid, for inance, in Lancashire. Two workmen came from that locality recently to work for the Dominion Company. In the old country one was getting twelve shillings and the other fifteen shillings per week for the last twenty years. Here, from for the last twenty years. the day they started work, they were paid \$6.50 and \$7.50 per week respective-ly. This ratio, it is claimed, applies largely to the whole situation of labor market in Canada, and is the leading factor in causing the increased cost of manufacturing cotton and woollen goods; but, of course, this also is the cause of the full dinner pail!

THE MONTREAL COTTON MILLS COMPANY.

The Montreal Cotton Company's mills, offices, dyeing and bleaching works are situated at Valleyfield, Que. Mr. A. F. Gault is the president, and Mr. Charles

Stevenson, Blackader & Company, Montreal and Toronto, are the copany's sales agents. The company heen most successful in their endeav to make goods suitable for the needs the country. Their early decision manufacture dyed linings has prove wise one, and adherence to this class goods as their principal production been one of the great factors of the

Since the opening of the new Ga mills, the company have had 4,300 local fully employed. Every piece of go is dyed before it leaves the premion The buildings are so well laid out the departments so arranged, that raw cotton which enters the mills one end, comes out at the other a finished article, without having tra led a foot unnecessarily. The compuse a large quantity of Egyptian cot and is ever striving to produce go not made in this country heretofore

The power used in these mills is rived primarily from the River St. I rence, which runs by, and is partly draulic and partly hydraulic-electric the machinery being capable of pro ing 4,500 horse power for the wo There is not an engine about the mises. The production of these n has increased greatly in the past

years.
The Montreal Cotton Mills Comp employ about three thousand hands, pay out about \$60,000 per month wages, all of which used to go out of country to pay for imported goods. is a curious fact that the market pi of vegetables, meat, fruit and other ducts are higher in Valleyfield than Montreal, which goes to show that mers should encourage the estab ment of factories in as many pl throughout the country as poss Apart from the work and the wages, management have done much for welfare of their employees socially, cationally and otherwise, all of whice fully appreciated.

THE COLONIAL BLEACHING PRINTING COMPANY, (LIMITED.)

The Colonial Bleaching & Prin Company, (Limited), whose works at St. Henri, near Montreal, is the concern of the kind in Canada. works are on St. Ambroise street Henri, and the sales office is at 232 Gill street, Montreal. Mr. H. S. is the president; Mr. W. T. Whiteh the general manager; Mr. John Wathe superintendent, and Mr. A. Cochrane, the sales agent.

The business was established in and has grown to very substantial portions, the turn over of dyed printed cotton goods now amounting over \$800,000 worth per annum. a million dollars are invested in business, and employment is give

nearly two hundred hands.

The company import large quant of grey cotton cloth from the best m facturers in England, the Contil and the United States, in additio the immense amount of Canadian g used. The grey cotton is treate their works in a variety of intere ways, and when watching the va processes to which it is subjected, wonders how a yard of printed can be sold so cheaply. These impossible to forecast the situation which may develop from the rapidly changing conditions to be found in the commercial life of this country. There are those who believe that in a few years the centre of population, and, also, of business, will be in the western half of our great Dominion. Montréal, however, can never cease to be the eastern entrepôt of the country.

The fur trade of Canada, while it has undergone very noticeable changes within the last hundred, and, indeed, the last fifty years, is still an important ifem of commerce with us. Once the furs taken in the northern portions of this country were largely shipped, through Montreal houses, to Europe, enough being kept here for domestic use. Now, the Montreal houses do a large import business, and, practically, no export fur trade. It is true that immense quantities of furs are still taken out of our vast northern territory and shipped to Europe, but they do not see Montreal until they have crossed the Atlantic twice; first, going over to be dressed, and, secondly, coming back to Montreal, to be made up into beautiful and stylish garments, by our large manufacturers and wholesale dealers, the leaders among whom are mentioned in the pages of this paper, which are devoted to their interests.

The prosperous conditions prevailing in the commercial world, and the tastes controlling the fashions, have caused an advance of from twenty to forty percent in the wholesale prices of furs. retail prices for this season, and, it is predicted, for the next also, will be correspondingly higher than during the last few years. In ladies' fur wear this season the styles are legion. Commencing with neck pieces, we find them in Russian sables (the most costly of all furs, considering the small size of the skin); in boas of one, two or three skins with muffs to match, daintily made up and finished off with handsome clusters of the natural tails. These styles are duplicated in almost all other furs, particularly marten or Hudson's Bay sable, the general color of which is a rich brown, and greatly in demand this season; also in mink, Alaska sable and in foxes, from the valuable and rare 'silver fox' to the better known foxes, as 'black,' 'blue,' 'smoke,' 'grev,' 'Isabella,' and 'pointed.'

The Montreal Cotton Company's mills, offices, dyeing and bleaching works are situated at Valleyfield, Que. Mr. A. F. Gault is the president, and Mr. Charles Garth, the vice-president; Mr. Frederick Lacey is the manager, and Messrs.

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MARK FISHER, SONS & COMPANY.





The oldest established and largest strictly woollen house in the Dominion is that of Messrs. Mark Fisher, Sons & Company, dealers in woollens and tailors' trimmings, Victoria square and Craig street, Montreal, and No. 60 Bay street, Toronto. A visit to their large five-story Montreal warehouse and offices would open the eyes even of many used to the business on an extensive scale. In addition to this is the Toronto branch, the New York emporium, at 935 to 939 Broadway and the parent establishment of Fisher & Company, at Huddersfield, England. Then the company have sample rooms at Halifax, N. S., St. John, N. B., Ottawa and London, Ont., and Victoria, B. C., made necessary by the large demands of the trade for their goods in distant parts of Canada.

This company's stock for the fall trade is unsurpassed either by any other Canadian house or their own past record. They show a full line of Martin's worsteds, serges, suitings and trouserings.

Four of their specialties in serges, th 'Avalanche,' 'Dominion,' 'Klondike and 'Ophir' qualities are particularl commended to the trade. They ar guaranteed indigo blue and woade black. Special attention is also calle to their new and varied patterns of fa and winter overcoatings of which the have an unusually extensive range.

Mark Fisher, Sons & Company's rain proof overcoatings are exclusive in patern and unexcelled in quality and can not be duplicated. Their stock of Canadian woollens comprises the begrades and choicest patterns this country produces while their costume cloth are the most attractive in every respective of Canada.

of Canada.

There is no article belonging to the tailors' trimmings department whice Mark Fisher, Sons & Company do not supply, in quantity and quality, equal that all demands: in style, up-to-date and a prices just right. Mark Fisher, Sons Company lead the woollen trade in Canada.







COTTON MILLS, (LIMITED).

ton Mills Company having mills in difountry, and employd 6,000 hands. Mr. president, and the t is the vice-presiole is the manager, ason, Blackader & al and Toronto, are company. The head e mills are in Montinds are employed. nd another cotton at Magog, where ds are employed. y the company are, N. S., Windsor, B., and Kingston,

nufacture all kinds ey cotton, shirtings, ls, ducks, flannels, rints are considered quite equal to the nd have an enormthe Dominion. In heir goods the comspindles, five thou-er wheels and fifty it Hochelaga, Monthave recently underrovements and en-

this company state on made in the preery discouraging to n mills in Canada. sible, they say, to vages paid, for in-Two workmen came ecently to work for pany. In the old ing twelve shillings shillings per week years. Here, from d work, they were per week respectiveis claimed, applies e situation of the da, and is the leadthe increased cost otton and woollen e, this also is the mer pail!

COTTON MILLS ANY.

on Company's mills, leaching works are d, Que. Mr. A. F. d, Que. Mr. A. F. Stevenson, Blackader & Company, of Montreal and Toronto, are the company's sales agents. The pany's sales agents. The company have been most successful in their endeavors to make goods suitable for the needs of the country. Their early decision to manufacture dyed linings has proved a wise one, and adherence to this class of goods as their principal production has been one of the great factors of their success.

Since the opening of the new Gault mills, the company have had 4,300 looms fully employed. Every piece of goods is dyed before it leaves the premises. The buildings are so well laid out and the departments so arranged, that the raw cotton which enters the mills at one end, comes out at the other as a finished article, without having travelled a foot unnecessarily. The company use a large quantity of Egyptian cotton, and is ever striving to produce goods not made in this country heretofore.

The power used in these mills is derived primarily from the River St. Lawrence, which runs by, and is partly hydraulic and partly hydraulic-electrical, the machinery being capable of providing 4,500 horse power for the works. There is not an engine about the premises. The production of these mills has increased greatly in the past few

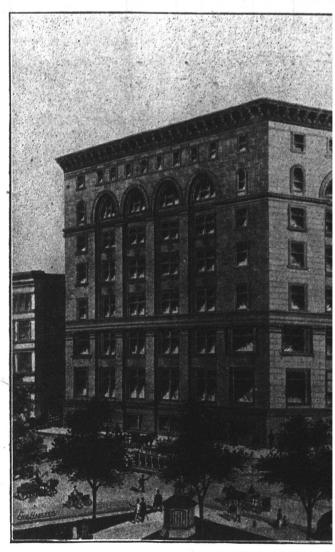
years.
The Montreal Cotton Mills Company employ about three thousand hands, and pay out about \$60,000 per month in wages, all of which used to go out of the country to pay for imported goods. It is a curious fact that the market prices of vegetables, meat, fruit and other products are higher in Valleyfield than in Montreal, which goes to show that farmers should encourage the establishment of factories in as many places throughout the country as possible. Apart from the work and the wages, the management have done much for the welfare of their employees socially, edu-cationally and otherwise, all of which is fully appreciated.

THE COLONIAL BLEACHING & PRINTING COMPANY, (LIMITED.)

The Colonial Bleaching & Printing Company, (Limited), whose works are at St. Henri, near Montreal, is the only concern of the kind in Canada. works are on St. Ambroise street, St. Henri, and the sales office is at 232 Mc-Gill street, Montreal. Mr. H. S. Holt is the president; Mr. W. T. Whitehead, the general manager; Mr. John Walker, the superintendent, and Mr. A. W. Cochrane, the sales agent.

The business was established in 1899, and has grown to very substantial proportions, the turn over of dyed and printed cotton goods now amounting to over \$800,000 worth per annum. Half a million dollars are invested in the business, and employment is given to nearly two hundred hands.

The company import large quantities of grey cotton cloth from the best manufacturers in England, the Continent, and the United States, in addition to the immense amount of Canadian goods The grey cotton is treated in their works in a variety of interesting ways, and when watching the various ways, and when watching the various processes to which it is subjected, one wonders how a yard of printed calico can be sold so cheaply. These goods



S. GREENSHIELDS, S

The firm of S. Greenshields, Son & | Co., was established by the late Mr. John Greenshields, who settled in John Greenshields, who settled in Montreal about 1833, and shortly after commenced to do business with his father, under the name of Samuel Greenshields & Son, and, later, when his brothers were admitted into the firm, it became S. Greenshields, Son & Co. The present partnership was formed in 1891, when E. B. Greenshields admitted into the firm G. B. Fraser, E. C. B. Fetherstonhaugh and G. L. Cains. The business is the oldest in Canada in dry goods. It has grown

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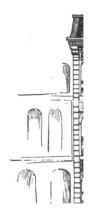
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ings, dyed and printed flannelettes, foulards, muslins, etc.

The various cloths made by this firm are celebrated on account of the excellence of workmanship and the permanence of the colors, and to-day they are considered fully equal to the best im-

ported goods.

The principals, Messrs. Whitehead, Walker and Cochrane, are men of ability and thorough experience, and the future presents a bright prospect for this enterprising and up-to-date concern. During the past year the company have extended their operations and found a market for some of their goods in Australia, competing successfully in that colony with English printers. This com-



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Mark Fisher, Sons & Company's rainproof overcoatings are exclusive in pattern and unexcelled in quality and cannot be duplicated. Their stock of Canadian woollens comprises the best grades and choicest patterns this country produces while their costume cloths are the most attractive in every respect ever offered to the dry goods merchants of Canada.

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extended their operations and found a market for some of their goods in Australia, competing successfully in that colony with English printers. This company have in contemplation the erection of large cotton mills, in the near future, for the purpose of producing their own grades of calico, when they will be better able than ever to meet the requirements of their customers.

THE CANADIAN COLORED COTTON MILLS COMPANY.

Among the leading manufacturing concerns in this country is the Canadian Colored Cotton Mills Company whose offices are at 1875 Notre Dame street, Montreal. This company operates mills at Milltown, N. B.; Hamilton, Ont.; Merriton, Ont.; and two at Cornwall, Ont. They also control the output of the Gibson Cotton Mills Company, (limited), of Marysville, N. B., and the Hamilton Cotton Company of Hamilton. Ont., and their employees are numbered by the thousands.

by the thousands.

The officers of the company are Mr. David Morrice, president; Mr. C. D. Owen, vice-president, and Mr. A. Bruce, secretary. The directors are the Hon. Geo. A. Drummond, Mr. E. S. Clouston, Mr. T. D King and Mr. D. Morrice, jr. The capital of the company is \$2,700,000. The company manufacture the following lines of cotton goods:—Cottonades, tickings, denims, Oxfords, awnings, domets, Saxonies, shirtings, flannelettes, fine ginghams, zephyrs, skirtings, dress goods, lawns, cotton blankets, angolas, yarns, etc.

D. MORRICE SONS & COMPANY.

Messrs. D. Morrice, Sons & Company are the selling agents for the Canadian Colored Cotton Mills Company (Limited). They are also agents for the Auburn Woollen Company of Peterborough, Ont., and the Penman Manufacturing Company of Paris, Ont., the largest knitted goods manufacturing concern in Canada, operating mills at Paris, Thorold and Port Dover, Ont., and at Coaticook, Que. The business of D. Morrice, Sons & Company was established in 1863 by Mr. David Morrice, the present senior partner of the firm. The other members of the firm are Messrs. W. J. Morrice, D. Morrice, jr., and R. B. Morrice, The company's business which is entirely of a wholesale character has been remarkably successful from the start, and their annual turnover is very large.

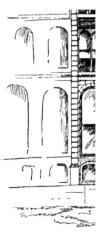
THE BAGLEY & WRIGHT MANU-FACTURING COMPANY.

The Bagley & Wright Manufacturing Company are proprietors of extensive mills at Oldham, England, which have been in most successful operation for

thirty years.

The Canadian branch is located at 318 St. James street, Montreal, occupying the large five-story building at that number. Cotton spinning and manufacturing of cotton goods is the work of the great English mills, and their products have secured a firm place in the markets of this country, employing eleven travelers alone throughout the Dominion.

Special lines of dry goods and tailors' trimmings are carried in most complete stock, enabling the company to meet all competition in the most satisfactory manner.



Whole

Among the wh houses of Montreal, ter or more favora out Canada than th son, Sumner & Cor 347, and 349 St. Pa

Mr. Jonathan H partner of the firm, 1850, and, entering commercial activitie has been prominent ness circles now for

In conjunction Foulds, in 1857, he ness he has since b associated with, on Paul and St. Sulpic it was transferred tion, where a singloccupied.

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THE MERCHANT

The Merchants' whose works and of St. Ambroise street, Henri, was established ity office and sale Fraser Buildings, 43 Mr. W. Alex. McKagent. The preside is Mr. James Crathesident, Mr. W. G. C. Hawksworth is the Barker, the secretar Fred. Hawksworth, On the board of dir. B. Angus, A. A. horn, Jonathan Hockott. Mackay.

Cotton sheetings, a linings, bags and ya fabrics made by the goods are sold throw vinces of the Domi has doubled in the laspeaks volumes for goods and also for the annual output from amounts to not less the manufacture of which mostly French Canal There are 2,600 loof dles employed.



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steadily. The increase in volume of business since 1895 has been 125 percent, and it is now the largest in the Dominion. It is distributed over the whole of Canada, from the Atlantic to the Pacific.

In 1900 the firm converted their branch in British Columbia into a limited company, which ocupies a prominent warehouse in Vancouver. The firm has in all about 160 employees in their warehouses, including 54 travelers, and carries a very large and up to date stock of merchandise, and is in every way enterprising, and determined to

keep in the front. Among the employees are men of nearly all the different nationalities which make up the population of the older provinces of Canada.

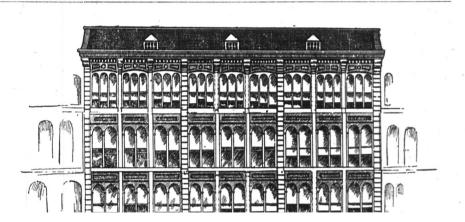
E. B. Greenshields is a director of the Bank of Montreal, and the Standard Life Assurance Company, and one of the governors of McGill University.

The Montreal house occupies the splendid warerooms, corner of Craig and Victoria square, one of the finest and most imposing buildings in the city, as well as one of the most complete wholesale houses on the continent.

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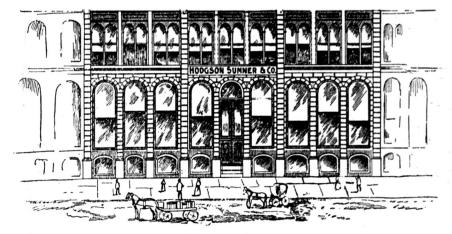
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HODGSON SUMNER & COMPANY, Wholesale Dry Goods, Small Wares and Fancy Goods. 345-347-349 St. Paul Street, Montreal.

Among the wholesale dry goods houses of Montreal, none perhaps is better or more favorably known throughout Canada than that of Messrs. Hodgson, Sumner & Company, of Nos. 345, 347, and 349 St. Paul street.

Mr. Jonathan Hodgson, the senior partner of the firm, came to Montreal in 1850, and, entering at once into the commercial activities of the metropolis, has been prominent in Montreal business circles now for many mears.

In conjunction with the late Mr. Foulds, in 1857, he established the business he has since been most intimately associated with, on the corner of St. Paul and St. Sulpice streets. In 1868 it was transferred to its present location, where a single store was at first occupied.

In 1870 Mr. Foulds retired from the business and Messrs. John Murphy and George Sumner were taken into partnership, the firm name being changed to Hodgson, Murphy & Sumner. In 1879, Mr. Murphy retired and Messrs. Tho-

mas E. Hodgson and James Gardner were admitted into the firm when the present firm name was adopted. The steady growth of the business soon made it necessary to obtain more warehouse space and an adjoining store was added, and recently another store was secured and the whole was modernized making it a very attractive and convenient place of business.

In March last Messrs. Hodgson, Sumner & Company purchased the wholesale dry goods business of Messrs. J. G. Mackenzie & Company, carried on for a great many years at Nos. 381-383 St. Paul street. This business is still conducted at the old premises and under the old firm name by the new proprietors.

Messrs. Hodgson, Sumner & Company purchase heavy importations from the leading European markets, and their stock of dress goods, cloths, prints, ornaments and fancy articles belonging to the dry goods trade is one of the largest and most varied in the Dominion.

THE MERCHANTS' COTTON COM-PANY.

The Merchants' Cotton Company, whose works and offices are situated on St. Ambroise street, in the town of St. Henri, was established in 1881. Their city office and sales rooms are in the Fraser Buildings, 43 St. Sacrament street, Mr. W. Alex. McKay, being their sales agent. The president of the company is Mr. James Crathern and the vice-president, Mr. W. G. Cheney. Mr. Alfred Hawksworth is the manager, Mr. W. S. Barker, the secretary-treasurer and Mr. Fred. Hawksworth, the superintendent. On the board of directors are Messrs. R. B. Angus, A. A. Ayer, J. P. Cleghorn, Jonathan Hodgson and the Hon. Robt. Mackay.

Cotton sheetings, ducks, denims, drills, linings, bags and varns are among the fabrics made by this company. Their goods are sold throughout all the provinces of the Dominion. The business has doubled in the last five years, which speaks volumes for the quality of the goods and also for the management. The annual output from this company's mills amounts to not less than \$1,750,000, in the manufacture of which 2,000 operatives, mostly French Canadians, are employed. There are 2,600 looms and 115,000 spindles employed.

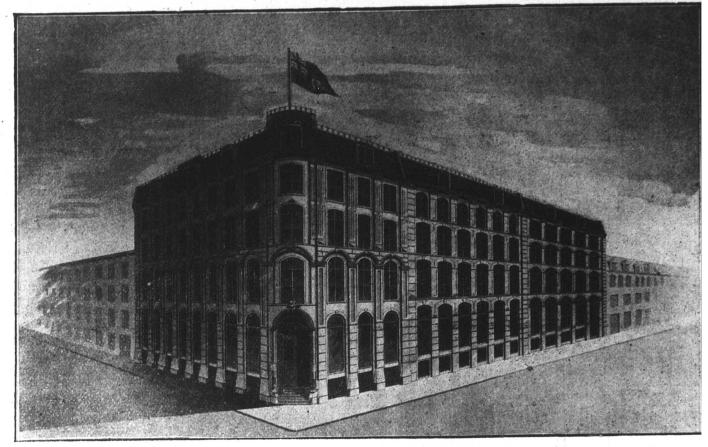
THE DOMINION WADDING COM-PANY (LIMITED), MONTREAL.

Manufacturers of Upholstery and Furniture Paddings, Soft Cotton Wastes and all Grades and Weights of Black and White Cotton Waddings and Battings.

This company began operations about 1883, in Sorel, P.Q., and in 1885 removed to Montreal, where ground was purchased, new buildings erected and an entirely new plant of the most modern machinery applicable to the purpose in view installed. The stone and brick buildings occupy an entire block, and a large staff is employed.

Since the introduction of improved machinery and processes in this market, there has been a very considerable reduction in the selling price of the output per pound, and there has been a great improvement in the quality of the goods as well.

The Honorable Henry A. Stearns is president; Mr. P. E. Hayes, managing director; Harold E. Stearns, treasurer; and Henry F. Stearns, secretary of the company.



THE GAULT BROTHERS' COMPANY (LIMITED.)

General dry goods to the value of about three million dollars annually is the estimated turnover of the Gault Brothers Company, of Montreal. Their importations of the same line of goods reach the aggregate of £250,000 sterling or a million and a quarter of dollars' worth. Most of this enormous stock goes into the homes of the people of Ontario and Quebec, with comparatively small orders for Newfoundland.

To handle these goods 400 hands are employed in the company's factory, on Inspector street, corner of William street, and 140 more in the warehouse, at the corner of St. Helen and Recollet streets. Besides their large importations of dry goods, the company manufacture men's shirts and ties, and ladies' blouses and white wear. About half of the employees in their factory are French, and the other half English-speaking. To care for the firm's interests in distant parts of the Dominion, branch houses have been established in Winnipeg, Man., and Vancouver, B.C. Their English office is in Manchester. This mammoth enterprise was found-

ed in 1853 by Mr. A. F. Gault, the pent president, and the late Mr. J. Stevenson; the original premises be on St. Paul street, between St. Pand St. Nicholas streets. The inow consists of the president, Mr. A Gault, and Messrs. R. W. MacDou Leslie H. Gault, and James Rod directors. The company became in porated in 1896, and the business been increasing rapidly ever since, a has been doing constantly for myears. The capital invested by firm is about one million dollars.

EXCELSIOR WOOLLEN MILLS.

The Excelsior Woollen Mills are situated at the corner of Ontario street and Papineau road, Montreal. The factory is what is known as a ten-set mill, and has a capacity for turning out \$250,000 worth of goods per annum. The product consists of woollen cloths and worsteds of the very finest quality.

This factory has been in operation for about ten years. Mr. A. F. Gault is the president of the firm. Mr. S. H. McDowell is the secretary-treasurer and Mr. S. J. Moore is the superintendent of the works. About two hundred hands are employed in connection with this

concern.

Mr. Geo. H. Bishop is the pushing and energetic sales agent for the firm with offices in the Temple building, St. James street, Montreal. The firm's products go to all parts of the Dominion. They state, however, that although a great deal of experience and expense have been put into the enterprise, the results, owing to the competition of English goods, under the present preferential tariff conditions have been very unsatis-

The Corticelli Silk Company manufacture all kinds of silk thread, braids and dress silks, and their market includes every part of the Dominion. The annual output of this company now amounts to about three quarters of a million dollars' worth of goods.

Corticelli sewing silk is made from

Corticelli sewing silk is made from the purest and strongest raw silk; their spools are all full size and carry the length stated on the spool label. The manufacture of Corticelli silk was begun in 1828, and was so named in honor of Count Corticelli, an Italian nobleman, who devoted his life to the study of silk culture.

The Corticelli skirt protector is one of the boons this company furnishes the ladies of our fair land. It is made of tough, soft, elastic Angora wool. It is steam-shrunk and will not pucker the edges of the skirt. It will not chafe the finest shoes. It does not hold dirt or dust, to soil or stain delicate dress goods. It dries quickly after getting wet. It is fine enough for the costliest garment, but cheap enough for ordinary wear. It is dyed in 350 shades. The trade mark, 'Corticelli,' is on every

to ensure success. Nothing but best leaves this carefully-managed tory, and it is universally acknowled that goods branded 'Skelton's' sat the consumer. Everything that best methods, combined with the grest care in the different processes manufacture can accomplish, is done turn out fine well finished goods.

turn out fine, well-finished goods. To meet the steadily increasing mand for their goods, they last y built a large new factory, which been equipped with the newest imped labour-saving machinery. It is largest factory in Canada, devoted clusively to the manufacture of m shirts and collars, and there is no province-or town of any importance the Dominion where S. B. and C shirts and collars cannot be obtain from the local dealer.

The firm employ a large staff of samen, who are constantly on the reverything the firm makes is bran with the name 'Skelton's' or 'S. E Co.,' and the consumer has learned this brand carries with it a certification.

of excellence.

deal of experience and expense been put into the enterprise, the results, owing to the competition of English goods, under the present preferential tariff conditions have been very unsatisfactory from a financial standpoint, it being impossible for Canadian mills to carry on operations profitably under existing circumstances.

One item of expense the firm consider a very unjust one and that is the cost of their water service. Since the introduction of water meters by the city, they have had to pay fifteen cents per thousand cubic feet for all the water they This rate was recently increased to eighteen cents, and their water bill this year will amount to about five thousand dollars.

This tax they consider unreasonable and has been given as one reason for several manufacturing concerns removing from Montreal to other cities and towns, where more reasonable regulations pre-

THE CORTICELLI SILK COMPANY (LIMITED.)

One of the most important and best known industries in Quebec province, is the Corticelli Silk Works, of St. Johns, Que. The Corticelli Silk Company (Limited), was established at St. Johns in 1888, and the great growth of the business made it necessary to incorporate and extend its operations in 1892. The president of the company is Mr. Ira Dimock, and the secretary-treasurer is Mr. W. H. Wyman.

wet. It is fine enough for the costliest garment, but cheap enough for ordinary It is dyed in 350 shades. The mark, 'Corticelli,' is on every wear. packet of the genuine article.

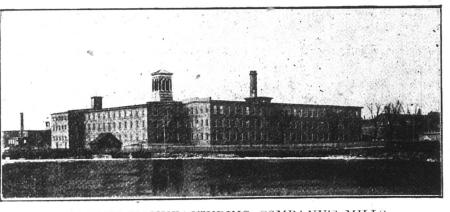
In addition to the administrative office, at St. Johns, the demands of the trade have necessitated the establishment of branch offices at Montreal, Quebec, Teronto, Winnipeg, and Vancouver. The Montreal office is at No.

couver. The Montreal office is at No. 22 St. Helen street, and Mr. George Dawson is the local manager. The Montreal office is at No.

SHIRT AND COLLAR FIRM OF SKELTON BROS. & CO.

The largest and oldest shirt and collar business in Canada to-day is that of Messrs. Skelton Bros. & Company of Montreal. The business of shirt and Montreal. collar making was unknown as a Canadian industry when the firm began business more than a quarter of a century ago. Owing to the original and unusual policy adopted, of making only one line of goods and selling direct to the trade, they at once became one of the important firms of the country, and have been recognized as the leaders in their branch of business ever since.

The policy of a quarter of a century ago is the policy of this firm to-day. Skelton Bros. & Company decided to make men's shirts and collars only, because it was strongly felt that side lines divided the attention and prevented that general excellence of workmanship and finish that is the only method certain



PATON MANUFACTURING COMPANY'S MILLS, Sherbrooke, Que.

Among the most progressive manufacturing establishments in the Dominion may be classed that of the Paton Manufacturing Company, the largest woollen and worsted mill in Canada, located at Sherbrooke, Que., which produces goods fully equal in quality to the best imported from Great Britain and the Continent.

The product of the mill consists of tweeds and worsted piece goods of every description, dress goods and rugs, and woollen and worsted knitting and fingering yarns, which are sold to the manufacturing and wholesale trade in the Dominion from the Atlantic to the Pacific.

The works were erected in 1866 and the present company was incorporated in 1868, and has always been the leading woollen mill of the Dominion; the present capital is \$600,000. The buildings are an ornament to the city of Sherbrooke, being substantially constructed of brick, and well situated on the Magog river which supplies the motive power for operating the works. The equipment is up-to-date in all respects, and em-

braces all the machinery and appliances necessary for successfully carrying on the large and growing trade controlled by this enterprising company, and a staff of nearly six hundred hands gives every facility for the prompt execution of all

The wools used come principally from Australia, the Cape of Good Hope and South America, and large quantities of domestic wool are also used in the manufacture of the output of the mill, which amounts to about \$700,000 annually, and in the production of which about \$170,-

000 is paid out in wages to the operatives. The head office of the company is situated at Sherbrooke, Que., but sales offices are also maintained at Montreal and

Toronto. The officers are R. W. Heneker, president; the Hon. M. H. Cochrane, vice-president; John Turnbull, managing director; J. E. Boswell, secretary; Wm. McCulloch, manager; W. E. Paton, selling agent; S. C. Jones, Montreal representative; R. R. Lockhart, Toronto representative presentative.

Co.,' and the consumer has learned tha this brand carries with it a certificat of excellence.

JOHN MURPHY & COMPANY.

Established in the year 1869, at th corner of Notre Dame and St. Pete streets, the well known dry goods firr of John Murphy & Company continue to do a large and rapidly expanding bus ness there until the autumn of 1894, when in accord with the seeming westward trend of the retail trade of the city, the removed to their present palatial pre mises, at 2343 St. Catherine street, corne of Metcalf street, Montreal.

With a change in locality, a chang also took place in the nature of the bus ness, which heretofore having been ex clusively confined to dry goods, was re organized and fitted out to meet the re quirements of that modern necessity an creation in distribution, a departmenta Among the specialties sold b this firm are laces, dress and mantl trimmings, furs and fur trimmings, en broideries, costumes, cloakings, etc. I addition, manufacturing is carried on extensively in high class millinery, ladie tailoring and Parisian dressmaking.

The volume of trade done by the firm is by no means confined to the Province of Quebec, but extends throughout th Dominion in ever-widening circles, from the Atlantic to the Pacific. A branc house, thoroughly equipped, has been e tablished in Ottawa, and is considere the finest of its kind in the legislativ city.

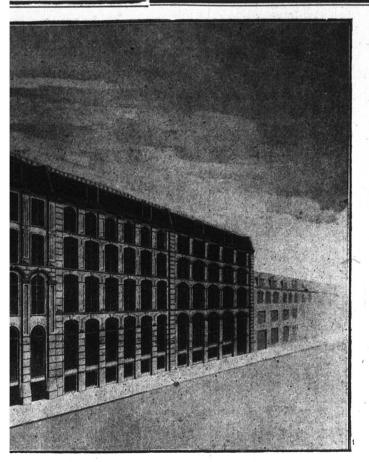
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THE BRITISH AMERICAN IMPOR COMPANY.

The business at present conducted u der the firm name of the British Amer can Import Company, was established twelve years ago by Mr. C. Rosenber the present proprietor. This is another of the many enterprises that have star ed in a small way and have develope into important concerns. As busine increased, the first premises occupied b came too small, and two years ago tl present warerooms, consisting of for large flats at No. 364 St. Paul stree were secured and the present firm nan Since that time busine was adopted. has nearly doubled and the firm's co nections have been steadily increasing all parts of the Dominion. The fir deal in imported English woollens, C nadian woollens, staple dry goods, clot iers' supplies, tailors' trimmings. mer furnishings and sundries connected wi such a business. They have sever travellers on the road and receive nul erous orders by mail. Goods are ma up to order if desired. Mr. Rosenberg has had many years Goods are ma

practical experience in his line of bu ness and as he carries a large stock is prepared to give his customers enti satisfaction in connection with all orde

entrusted to him.



S' COMPANY (LIMITED.)

e in the warehouse, Helen and Recollet neir large importathe company manus and ties, and lahite wear. About the in their factory other half Englishfor the firm's inters of the Dominion, been established in de Vancouver, B.C. is in Manchester. terprise was found-

ed in 1853 by Mr. A. F. Gault, the present president, and the late Mr. J. B. Stevenson; the original premises being on St. Paul street, between St. Peter and St. Nicholas streets. The firm now consists of the president, Mr. A. F. Gault, and Messrs. R. W. MacDougall, Leslie H. Gault, and James Rodger, directors. The company became incorporated in 1896, and the business has been increasing rapidly ever since, as it has been doing constantly for many years. The capital invested by the firm is about one million dollars.

k Company manusilk thread, braids I their market inthe Dominion. The this company now hree quarters of a h of goods.

silk is made from gest raw silk; their size and carry the spool label. The celli silk was begun named in honor of Italian nobleman, le to the study of

t protector is one npany furnishes the nd. It is made of angora wool. It is ill not pucker the

It will not chafe does not hold dirt stain delicate dress lickly after getting ligh for the costliest enough for ordinary 1 350 shades. The

to ensure success. Nothing but the best leaves this carefully-managed factory, and it is universally acknowledged that goods branded 'Skelton's' satisfy the consumer. Everything that the best methods, combined with the greatest care in the different processes of manufacture can accomplish, is done to turn out fine, well-finished goods.

To meet the steadily increasing demand for their goods, they last year built a large new factory, which has been equipped with the newest improved labour-saving machinery. It is the largest factory in Canada, devoted exclusively to the manufacture of men's shirts and collars, and there is not a province or town of any importance in the Dominion where S. B. and Co.'s shirts and collars cannot be obtained from the local dealer.

The firm employ a large staff of salesmen, who are constantly on the road. Everything the firm makes is branded with the name 'Skelton's' or 'S. B. & Co.,' and the consumer has learned that this brand carries with it a certificate of excellence.

'The 'Colonial House,' as the large establishment of Messrs. Henry Morgan & Company is called, was founded in 1844 by the late Messrs. Henry Morgan and James Morgan. The business is now conducted by Mr. James Morgan, jr., and Mr. Colin D. Morgan. After occupying different sites down town, the business was removed in 1891 to St. Catherine street, opposite Phillips square, and in 1900 a large addition was made to the premises, for the accommodation of new departments.

The business is divided into thirty-six departments comprising every article of

The business is divided into thirty-six departments comprising every article of dry goods, China, drugs, glassware, boots and shoes, men's furnishings, books, stationery and kitchen utensils.

Among the latest additions to the business are the optical department, photographic and sporting goods, confectionery and a well appointed restaurant.

Particular attention is paid to carpets, curtains, wall papers and hangings, and all manner of house furnishings and decorations, a staff of salesmen, designers and workmen being maintained to furnish ideas, give expert advice, and carry out the work in a satisfactory manner, either in or out of the city.

The greatest care is exercised in the selection of materials, and the most artistic designs are to be found here, in cultains, tapestries, Eastern and European rugs of the best makes.

In the furniture department a staff of upholsterers and cabinet makers is also maintained.

In the new wing is situated the art gallery which is visited daily by hundreds. Here may be seen and purchased pictures of every kind and examples of every school of painting, worth from five to five thousand dollars. In connection with this department pictures are framed elegand and restored

ed, cleaned and restored.

The business of this firm is a purely retail one, and customers are served in Halifax and Vancouver by means of catalogues and the mail order system, with as much satisfaction as if they personally visited the store.

HAYCOCK & DUDGEON.

One of the most attractive dry goods stores and one of the first business houses to be established in St. Catherine street west, is that of Messrs. Haycock & Dudgeon. The partners in this firm are Messrs. A. B. Haycock and John Dudgeon, both men of thorough experience, up-to-date methods, keen foresight, and still in the prime of life. Linens have always been a specialty with this firm, and for many years their establishment down town, and later on St. Catherine street, near the corner of Peel street, was known as the Belfast warehouse. A year ago last May the firm moved into their present large new premises near Mountain street, and the move has proved a wise one. Business move has proved a wise one. has increased sevenfold in eight yearsa record seldom equalled in commercial life. New departments have been added from time to time, and the store to-day is unexcelled in respect to the quality and completeness of its stock.

The large airy basement is used for the toy and fancy goods department, and is a most attractive spot, especially at Christmas time. Ribbons, laces, trimmings, hosiery, gloves and small

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COLLAR FIRM BROS. & CO.

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ILLS,

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W. Heneker, pre-H. Cochrane, vicerabull, managing Il, secretary; Wm. W. E. Paton, sells. Montreal reprechart, Toronto rethis brand carries with it a certificate of excellence.

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With a change in locality, a change also took place in the nature of the business, which heretofore having been exclusively confined to dry goods, was reorganized and fitted out to meet the requirements of that modern necessity and creation in distribution, a departmental store. Among the specialties sold by this firm are laces, dress and mantle trimmings, furs and fur trimmings, embroideries, costumes, cloakings, etc. In addition, manufacturing is carried on extensively in high class millinery, ladies' tailoring and Parisian dressmaking.

The volume of trade done by the firm is by no means confined to the Province of Quebec, but extends throughout the Dominion in ever-widening circles, from the Atlantic to the Pacific. A branch house, thoroughly equipped, has been established in Ottawa, and is considered the finest of its kind in the legislative city.

Mr. Murphy, the senior partner and founder of the firm, is well and favorably known in commercial and social circles in Montreal. He was born in the city, and is intimately identified with its later progress. While a thorough man of business, he takes an active and influential interest in many of the elevating agencies and ameliorating influences of its manifold life.

THE BRITISH AMERICAN IMPORT COMPANY.

The business at present conducted under the firm name of the British American Import Company, was established twelve years ago by Mr. C. Rosenberg, the present proprietor. This is another of the many enterprises that have started in a small way and have developed into important concerns. As business increased, the first premises occupied became too small, and two years ago the present warerooms, consisting of four large flats at No. 364 St. Paul street, were secured and the present firm name was adopted. Since that time business has nearly doubled and the firm's connections have been steadily increasing in all parts of the Dominion. The firm deal in imported English woollens, Canadian woollens, staple dry goods, clothiers' supplies, tailors' trimmings, men's furnishings and sundries connected with such a business. They have several travellers on the road and receive numerous orders by mail. Goods are made up to order if desired.

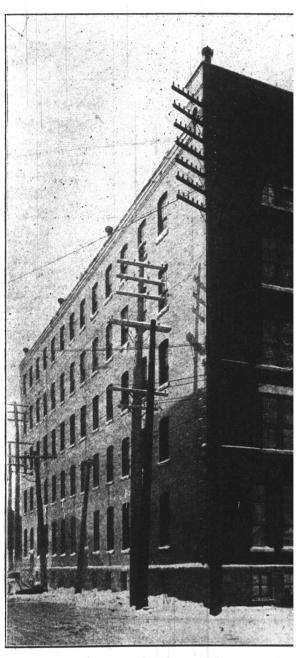
Mr. Rosenberg has had many years of practical experience in his line of business and as he carries a large stock he is prepared to give his customers entire satisfaction in connection with all orders entrusted to him.

and is a most attractive spot, especially at Christmas time. Ribbons, laces, trimmings, hosiery, gloves and small wares, as well as linens and staple goods will be found on the ground floor.

The upper floors are reached by an electric passenger elevator. On the first floor they show the latest dress goods, silks, prints, whitewear, wool underwear and millinery. On this floor also are the offices and a cosy waiting-room where customers may meet their friends rest, write letters, etc. On the second floor are the mantle, costume, blouse, boys' clothing and curtain departments, as well as the dressmaking rooms. All departments are well lighted and ventilated, and the display of goods is most convenient and pleasing.

Messrs. Haycock and Dudgeon have shown their wisdom and enterprise in establishing themselves in what is generally considered will be the future centre of the retail trade of Montreal.

One of the busine that has made since its establishm Konig & Stuffma wholesale dealers in little over six year this firm came to menced business in Helen street. At they were compelle mises and took a fla at Nos. 7 and 11 the end of the r obliged to lease th three stories. Th years also became more stories were for their accommo panying cut shows building as it now At first this firm



THE CRESCENT MAN

owned and operated by the Gault Brothers Company ladies blouses and whitewear, corner of Inspector and Will

ENRY MORGAN & COMPANY.

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W. H. SCROGGIE.

For many years the north-west corner of St. Catherine and University streets was occupied by and widely known as Scroggie's dry goods store. Two years Scroggie's dry goods store. ago the management decided to extend the scope of their operations and conduct the business on departmental lines, and, on Sept. 11, 1900, after extensive alterations the establishment was re-opened as a departmental store. Since that time previous successes have been exceeded and the addition of departments has gone on, until to-day some forty-five stores may be said to be operated under the one roof and management, a uniform system prevailing throughout. The capsystem prevailing throughout. The capacity of four floors is taxed to provide display and storage room for the immense stocks required to meet the demands of the firm's clientelle. The comfort and convenience of the public have been considered in the lay-out and furnishing of the stores, and the most prompt and courteous attention is accorded visitors and patrons alike, by every member of the staff.

Except in the cases of millinery, toilet requisites and goods cut from the piece, money is refunded if dissatisfaction is expressed. The firm's stock in all departments is complete, and, judging from the busy aspect of the interior at all times of the day, their daily announcements represent facts which are being constantly proven and appreciated by the

For the accommodation of out-of-town customers, the firm arrange to play the express charges on dry goods purchases of five dollars and over to points within three hundred miles of Montreal, and freight charges on other goods when the value exceeds ten dollars. Catalogues are published for the convenience of dis-

tant customers and will be mailed free on application.

THE HAMILTON COMPANY (LIMITED).

One of Montreal's largest mercantile houses is the establishment of the Hamilton Company, at the corner of St Catherine and Peel streets. In 1866 Mr. Henry Hamilton commenced business in partnership with Mr. Thomas Ligget, under the firm name of Ligget & Hamilton, in Notre Dame street. In 1889 this partnership was dissolved, and the business was continued by Mr. Hamilton alon for four years and a half. He then, with his brother, Mr. N. E. Hamilton, formed a partnership, under the firm name of Henry & N. E. Hamilton, and removed to a large store at the corner of St. James street and Victoria square. All this time the business was confined to the dry goods line.

In 1896 these premises became too small, and the firm found that the best part of their business was coming from customers who lived up town. This firm was one of those who early saw that St. Catherine street was to be the great business centre of Montreal, and took the opportunity, in this year, of moving to the mammoth store they have ever since occupied. This move proved a wise one and it was decided to add other departments to their original business. The growth of the enterprise was such that this year it was decided to turn the concern into a joint stock company under the style of the Hamilton Company.

The members of this prosperous firm are Messrs. Henry Hamilton, president; N. E. Hamilton, Henry Hamilton, jr., Geo. Hamilton and Auguste Singer.



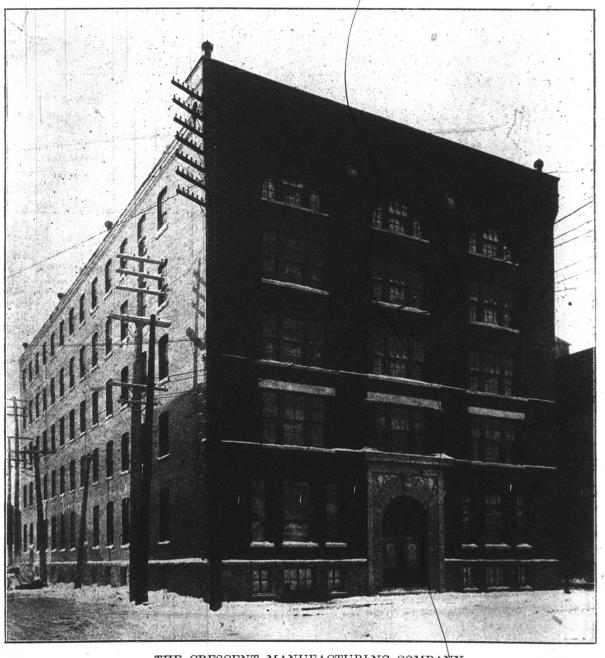
KOXIG & STUFFMANN, 'P. D.' CORSETS.

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rs. Haycock and Dudgeon have their wisdom and enterprise in shing themselves in what is genernsidered will be the future centre retail trade of Montreal. One of the business houses of Montreal that has made phenomenal progress since its establishment is that of Messrs. Konig & Stuffmann, importers and wholesale dealers in corsets and laces. A little over six years ago the members of this firm came to Montreal and commenced business in a small office in St. Helen street. At the end of one year they were compelled to seek larger premises and took a flat and basement room at Nos. 7 and 11 Victoria square. At the end of the next year they were obliged to lease the whole building of three stories. This after only three years also became too small, and four more stories were added to the building for their accommodation. The accompanying cut shows their fine seven story building as it now appears.

At first this firm directed their ener-

gies to the introduction of the Royal P. D. corset, manufactured by Messrs. P. Dutoict & Company, of Brussels. Once introduced, the demand for these goods became permanent, and the firm were able to turn their attention to the importation of laces. In this line they are associated with the firm of Muser Bros., of New York, who have the reputation of being the largest lace manufacturers in the world. While the firm of Muser Bros, have branches in several large European centres, special attention is paid to the requirements of the American and Canadian markets. Messrs. Konig & Stuffmann, being in daily communication with the New York house, are able to give their patrons the very best possible attention and service. Their goods in both departments are recognized standards of excellence.



THE CRESCENT MANUFACTURING COMPANY,



THE
W. R. BROCK
COMPANY
(LIMITED.)

Toronto
and
Montreal,
Canada.



One of the largest dry goods concerns in the Dominion is the W. R. Brock Company, (Limited), of Toronto and Montreal. It was founded in Toronto in 1876 by Mr. W. R. Brock, ex-M.P., who is still the head of the firm. The company was incorporated in 1898, with Mr. W. R. Brock, president. The vice-president is Mr. T. J. Jermyn, and the directors are Messrs. B. B. Cronyn, R. W. Pentecost, W. R. Smallpiece and R. A. Brock. Mr. James A. Catto is the secretary-treasurer of the company. The head offices and warehouses of the company are at 64-68 Bay street and 39-45 Wellington street, Toronto. The

Montreal warehouse and offices are at 26 St. Helen street and 1826 Notre Dame street. Mr. R. A. Brock is the resident managing director of the Montreal house.

The company has branch offices also at Halifax, Quebec, Winnipeg, and Vancouver. These agencies, equipped with large, competent and most attentive staffs, enable the Brock Company to cater with entire satisfaction to the greatest variety of tastes and wants possessed by their innumerable patrons. In their warehouses will be found staples, linens, carpets, dress goods and silks, laces, ribbons, curtains, blouses,

shirts, hosiery, underwear and smather wares. Changing modes are careful watched and anticipated. Every of mand is promptly met as soon as expressed. The company's motto in a gard to prices, terms and qualities of fered is 'Our Best.' The extensivationage accorded them is the between evidence of appreciation on the part their customers and a source of price to the firm. Nearly two hundred persons are in the employ of the conce and all are trained for their special daties in a manner that guarantees sat faction to all who have business desings with them.

MR. R. J. TOOKE.

It may surprise the reader to learn that it costs as much to work one button-hole in some of the fine shirts manufactured by Mr. R. J. Tooke as it does to make a whole shirt for some other firms. When the quality of the goods is taken into consideration, besides, it is easy to understand why there should be such a difference in the prices and wearing properties of these garments.

Mr. Tooke is probably the largest retail shirt manufacturer in the Dominion. His factory supplies nearly all the shirts, collars and cuffs required for his three large retail stores at 177 St. James street, 2387 St. Catherine street west, and 1553 St. Catherine street east. these stores will be found everything in the line of men's farnishings and all of the latest styles and designs. James street store has the reputation of being one of the finest of its kind in Canada. In quality this firm's goods are certainly equal to any to be had in this country. A large number of Mr. Tooke's customers will have English or other imported goods; consequently, he is a large importer of the best lines of goods to be had from the leading European manufacturers. In several of these

MATTHEWS, TOWERS & COMPANY.

The firm of Matthews, Towers & Company, wholesale dealers in men's furnishings, rooms are at No. 14 St. Helen street, Montreal, is composed of Messrs. S. C. Matthews and W. C. Towers. Commencing business under this name and style in 1891, they have built up a trade which extends from St. John's, Newfoundland, to Dawson City, in Yukon territory. To cover this territory, seven travelers are employed on the road and eleven men are required in the office and warerooms, filling orders and looking after the interests of their customers.

Messrs. Matthews and Towers have both the experience and the goods accessary to satisfy the requirements of the men's furnishings trade. They know where to buy, when to buy and what to buy, and the volume of business they show is the best proof that they know how to buy. They keep in stock, at all, seasons, everything the trade can ask for. They consider their own interests and the interests of their customers identical, and give their personal attention to every detail of the business.

THE STANDARD SHIRT COMPAN (LIMITED).

Many thousands of shirts, collars at cuffs are turned out annually by t Standard Shirt Company, (Limited), Montreal. The factories and offices a situated at the corner of Delorim avenue and Logan street, and cover ground area of five acres, besides whice some of the buildings are four and evitive stories high. The enterprise we established fourteen years ago and had a continuous history of success a expansion.

The company employ over one the sand hands and have one of the large and most modern plants in use in the business in Canada. Although they have a large staff of employees, the great need is more help. They was more girls. Any intelligent girl who clearn to run a machine, or do other dinary work can find employment heat good wages and with good opportivities for advancement, as the companust increase their output to keep with their orders. Girls are employ from all towns surrounding Montre Correspondence from girls wanting e ployment is invited.

The company's 'Jubilee,' 'Imperia

other imported goods; consequently, he is a large importer of the best lines of goods to be had from the leading European manufacturers. In several of these lines Mr. Tooke has exclusive control for Montreal. In ties, gloves, pajamas, and underwear a wonderful variety of styles are shown. The manufacturing department, as well as the other departments of the business is conducted under Mr. Tooke's personal supervision and as he has a thorough practical knowledge of the entire business, the goods sold in his stores can be depended upon to be just what they are represented. A cotton or cotton lined shirt, collar or cuff cannot wear like one made of pure linen and the quality governs the price of shirts marked 'R. J. Tooke.'

They consider their own interests and the interests of their customers identical, and give their personal attention to every detail of the business.

Among the specialties carried by Messrs. Matthews & Towers might be mentioned lines of 'Cool feet' hosiery; 'Crodye,' a brand of fast black, un-shrinkable cashmere hosiery; the cele-brated 'Wolsey' underwear; hand-sewn English braces, every line controlled exclusively by this firm, and neckwear in the newest designs and every style for the spring of 1903. This firm is now showing white and colored shirts, imported collars, silk handkerchiefs, umbrellas, waterproof coats, etc., for next spring's trade. They are thoroughly up-to-date and guarantee satisfaction to all who may favor them with their



E. A. SMALL & CO.

'Fit-reform' is a word that has been in use for five years to indicate a special brand of clothing manufactured by Messrs. E. A. Small and Company, of The late Mr. E. A. Small Montreal. commenced business in the manufacturing and wholesale clothing line in 1866.

The firm of E. A. Small and Company was organized in 1887. By employing strictly up-to-date designers, operators, and skilled workmen the firm were able not only to keep up with the times, but to lead the trade in men's clothing. After much careful and scientific study of the human form Mr. Small divided mankind into nine classes. It was in 1897 that the firm began manufacturing men's garments in accordance with rules thus established, and the enormous development of the business since that time has amply justified the adoption of the system then inaugurated. To-day eighteen stores, established in all the principal cities of the Dominion, carry Fit-reform clothing as the main portion

of their stock. The factory turns out on an average six hundred suits per week, besides large orders of overcoats. As the clothing is all made from the newest patterns of cloth and in the latest styles, and sold on the order system, the firm never have any old stock or otherwise objectionable goods on their hands. Their suitings are made from fine English, French, and German cloths, of which the firm are large importers, and from the best makes of Canadian goods. Their factory and offices are at 8 Beaver Hall Hill, Montreal, where they occupy a large five-story building, each floor having an area of about nine thousand square feet, and over four hundred persons are employed in the establishment.

Since the death of Mr. E. A. Small a few months ago the business has been conducted on the same progressive lines for Mrs. E. A. Small, who has assumed the sole proprietorship. Constantly increasing sales tend to show the merits of the firm's productions.

from all towns surrounding Montreal Correspondence from girls wanting em ployment is invited.

The company's 'Jubilee,' 'Imperial and 'United Empire' brands are used t mark a class of goods unexcelled in qual ity and workmanship in the Dominion In recent years the company have mad heavy exports to Australia and Sout Africa, quite a large demand for their goods having arisen in those countries Their cable address is 'Standard,' Mont The company manufacture larg quantities of overalls, rainy day skirts boys' blouses and other light garments.

Much of the success of this compan may be attributed to the principle adopt ed at the outset, of making first clas goods, selling at close prices and fillin orders carefully and promptly. Mr. & Bell is the president, and Mr. C. B. Goi don, the managing director of the com pany, both being gentlemen of exception al experience and executive ability.

JAMES A. OGILVY & SONS.

The dry goods business at present car ried on by Messrs. James A. Ogilvy Sons was established in 1866 by Mr. Jan A. Ogilvy, the senior member of the firm Several stores were occupied, eac larger than its predecessor, until in th year 1896 the firm's large establishmen on the north-east corner of St. Cather ine and Mountain streets was buil This is a handsome, modern structure built of grey stone; it has a frontag of 79 feet on St. Catherine street an 111 feet on Mountain street. The building is three stories in height, besides the basement. The interior is beautiful finished, amply lighted, well ventilate and commodious. The huge show wird dows are among the most attractivel dressed of any dry goods windows in the Dominion.

The ground floor is devoted to the display of dress goods, silks, trimming embroidery work, laces, furs, men's fu nishings, etc. On the second floor wi be found the latest styles of tailor-mac costumes, jackets, mantles, blouse knitted goods, boys' clothing, milliner ladies' and children's underwear, et The ladies' parlor, lunch room ar general offices are also situated on th The top flat contains a larg and varied assortment of carpets, cu tains and upholstery of the higher grades and latest patterns. The wor rooms are on this flat, where ladie tailor-made mantles, costumes, etc., ar manufactured. Household goods, co tons, blankets, woollens, etc., are to be found in the basement. An elevate of the latest pattern connects the di ferent floors.

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branch offices also Winnipeg, and Vancies, equipped with nd most attentive Brock Company to atisfaction to the tastes and wants numerable patrons. es will be found ts, dress goods and , curtains, blouses,

shirts, hosiery, underwear and small Changing modes are carefully wares. watched and anticipated. Every demand is promptly met as soon as expressed. The company's motto in regard to prices, terms and qualities of-fered is 'Our Best.' The extensive patronage accorded them is the best evidence of appreciation on the part of their customers and a source of pride to the firm. Nearly two hundred persons are in the employ of the concern and all are trained for their special duties in a manner that guarantees satisfaction to all who have business dealings with them.

OWERS & COM-

tthews, Towers & dealers in men's offices and ware-1 St. Helen street, ed of Messrs. S. C. C. Towers. Comder this name and ive built up a trade i St. John's, New-on City, in Yukon this territory, seven ed on the road and uired in the office ng orders and looksts of their custom-

and Towers have and the goods aehe requirements of. s trade. They know to buy and what to ne of business they oof that they know keep in stock, at all, the trade can ask their own interests

THE STANDARD SHIRT COMPANY (LIMITED).

Many thousands of shirts, collars and cuffs are turned out annually by the Standard Shirt Company, (Limited), of Montreal. The factories and offices are situated at the corner of Delorimier avenue and Logan street, and cover a ground area of five acres, besides which, some of the buildings are four and even five stories high. The enterprise was established fourteen years ago and has had a continuous history of success and expansion.

The company employ over one thousand hands and have one of the largest and most modern plants in use in the business in Canada. Although they have such a large staff of employees, their great need is more help. They want more girls. Any intelligent girl who can learn to run a machine, or do other ordinary work can find employment here at good wages and with good opportunities for advancement, as the company must increase their output to keep up with their orders. Girls are employed their own interests from all towns surrounding Montreal. of their customers Correspondence from girls wanting emheir personal atten- ployment is invited.

MESSRS, H. SHOREY & COMPANY, ROBERT HENDE

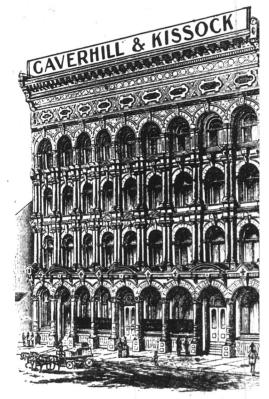
Messrs. S. O. Shorey and C. L. Shorey, the partners of the firm of H. Shorey & Company, occupy a place in the front rank of manufacturers of readymade clothing in Canada. They are very modest in speaking of their business, preferring that the business should speak for itself. When it is stated for a fact that this company give permanent employment to 600 persons, and, at busy seasons of the year, a great many more, the magnitude of the out-put may be surmised.

The style, fit, quality, workmanship and prices of their goods are matters most carefully studied by the proprietors. tors. These primary qualities being properly attended to and a well-trained staff of travelers being employed to cover all sections of the country, the business simply goes right ahead. Satisfactory goods and business-like methods make permanent customers, and it is easy to do business under such condi-tions. The increase in business and continued prosperity have enabled the proprietors to be generous with their employees so that the latter are receivemployees so that the latter are receiving about twenty percent higher wages than they were a few years ago. Consequently they also are satisfied and take a genuine interest in their work. This business was founded by the late

Mr. Hollis Shorey, in 1866, the premises then occupied being on St. Paul street, near McGill. The present large factory and fine offices of Messrs. H. Shorey & Company are situated at 1866 Notre Dame street, corner of St. Henry street, Montreal.

Messrs. Robert I are well known d merchants and m having established tion with leading of the Atlantic, a Their office and wa 183 McGil street, also an office at

west, Toronto. Messrs. Henders large business, ent sale trade, throu Halifax, N. S. to presenting Canadia al and United S This company ha Chadwick's spool & Kaley Manu goods for over twe is at present quite the latter company for fancy work. Company handled and batting previo of the Dominion Which Mr. Hender provisional director pany was establis son & Company h some of their spe 'North Star, 'C battings and 'XX brands of wadding in one, two, the to the dozen, the used for general p ier goods for tailo



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Much of the success of this company may be attributed to the principle adopted at the outset, of making first class goods, selling at close prices and filling orders carefully and promptly. Mr. S. Bell is the president, and Mr. C. B. Gordon, the managing director of the company, both being gentlemen of exceptional experience and executive ability.

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The dry goods business at present carried on by Messrs. James A. Ogilvy & Sons was established in 1866 by Mr. Jas. A. Ogilvy, the senior member of the firm. Several stores were occupied, each larger than its predecessor, until in the year 1896 the firm's large establishment on the north-east corner of St. Catherine and Mountain streets was built. This is a handsome, modern structure, built of grey stone; it has a frontage of 79 feet on St. Catherine street and 111 feet on Mountain street. The build-ing is three stories in height, besides the The buildbasement. The interior is beautifully finished, amply lighted, well ventilated and commodious. The huge show win-dows are among the most attractively dressed of any dry goods windows in the Dominion.

The ground floor is devoted to the display of dress goods, silks, trimmings, embroidery work, laces, furs, men's furnishings, etc. On the second floor will be found the latest styles of tailor-made costumes, jackets, mantles, blouses, knitted goods, boys' clothing, millinery, ladies' and children's underwear, etc. The ladies' parlor, lunch room and parlor, lunch room and general offices are also situated on this floor. The top flat contains a large and varied assortment of carpets, curtains and upholstery of the highest grades and latest patterns. The workrooms are on this flat, where ladies' tailor-made mantles, costumes, etc., are Household goods, cotmanufactured. tons, blankets, woollens, etc., are to be found in the basement. An elevator of the latest pattern connects the different floors.

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The firm are noted for keeping only reliable goods in all departments and employing a staff of thoroughly trained and obliging clerks. They have the largest store in Canada selling dry goods exclusively.

monutear is the recognized centre of the millinery and fancy dry goods business in Canada, and the house of Caverhill & Kissock is in the front rank among the wholesale establishments of this class in the commercial metropolis. Founded in 1888, with Messrs. J. B. Caverhill and William Kissock as partners, the firm has succeeded in building up an immense trade. The Caverhill building, at 91 St. Peter street, in which are their large warerooms and offices, is one of the most attractive business places in the city. In this busy empo-rium will be found millinery rooms in which customers may inspect and copy the latest models from Paris, London and New York. Here, too, may be seen samples of fancy silks and ribbons, which are among the firm's specialties and a large assortment of umbrellas and para-The firm are large manufacturers

dren's jackets. finds their show re newest modes and goods that can be home or foreign m Harper, their Euro firm well stocked elties to be had in don, while the fir are found to be cle portations. Seven samples of their g Seven all parts of the Do stant and steady i ness may be taken that the quality of business methods splendid satisfactio eral terms, comm prompt and carefu have been foundati ness.

THOMAS MAY & CO.

The firm of Thomas May & Co., of Montreal, importers of millinery, fancy dry goods and manufacturers of mantlesetc., have decided to close out their millinery department, and go more extensively into the manufacturing business.

sively into the manufacturing business. They have erected a very large and most modern factory at 444 St. James street, and equipped the same with the very latest machinery for the manufacture of ladies' coats, costumes and skirts. They have also moved into these premises their Manhattan silk waist factory, in which they produce a very superior class of ladies' silk, flannel and lawn waists.

They employ nothing but the most skilled labor, and the fit and style of their garments are perfect.

Children's costumes, coats and skirts are a specialty with them, and they produce some wonderfully pretty effects at most reasonable prices.

It is their intention to continue the importation of ribbons and silks, for which the house has been famous in the past in giving the best value and keeping the largest stock in the trade.

The travellers are now all out with their spring samples of factory goods, silks and ribbons, and, being able to give these lines their undivided attention, expect to do a very much increased business. This house was established over fifty years ago, and is one of the best known in the Dominion.

ALASKA FEATHER & DOWN COM-PANY OF MONTREAL (LIMITED.)

The Alaska Feather & Down Company of Montreal (Limited,) have a special claim on the average sleeper, for they are the pioneers of pure bedding in Canada. The contents of a mattress are practically a matter of faith, and, in this age of competition and adulteration, the average mattress is not a thing to think about with pleasure, much less sleep on.

Their factory covers a whole block, 400 x 60 ft., two floors and basement. It is thoroughly up to date in equipment, ventilation and fire protection. Forty thousand dollars' worth of machinery, over one hundred workmen, and one hundred thousand dollars capital are

employed in mak pillows, springs.

They manufact sible from the ra quarter of a milliot thers are used an quilts, down cush lows.

Twelve hundred pass through the yearly, to produce mattresses. The manufacturers of ent Elastic Felt so well advertised zines, and which guarantee: 'To pl Over four thousands.

Over four thousands through the each day. Their coverings are made and they study ne which they control

Their policy free been to make only guaranteed to give is sewn into each bearing their nan guarantee.

The board of d Edgar McDougal Sherrard, vice-pre J. H. Parkhill, se and H. R. Drumn

THE HUDSON

The year 1670 sa 'The Governor an turers of England son's Bay,' commo son's Bay Compan guished board of usually enterprisin and considerable cial matters. company was and sland. The actual pany was Prince object of the com sell raw furs and The a chandise. furs amounted to £300,000. All their of furs, go to Engl lars' worth of furs Canada to England many thousands of same furs have bee

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SSRS. H. SHOREY & COMPANY. | ROBERT HENDERSON & COMPANY

Messrs. Robert Henderson & Company are well known dry goods commission merchants and manufacturers' agents, having established an influential connection with leading houses on both sides of the Atlantic, as long ago as 1876. Their office and warehouse is at 181 and 183 McGil street, Montreal. They have also an office at No. 19 Front street west, Toronto.

Messrs. Henderson & Company do a large business, entirely with the wholesale trade, throughout Canada, from Halifax, N. S. to Vancouver, B. C., representing Canadian, British, Continental and United States manufacturers. This company have been agents for Chadwick's spool cotton and the Morse & Kaley Manufacturing Company's goods for over twenty-five years. There is at present quite a large demand for the latter company's silcotton and silkine for fancy work. Messrs. Henderson & Company handled American wadding and batting previous to the organization of the Dominion Wadding Company, of which Mr. Henderson was one of the provisional directors. Since this com-pany was established Messrs. Henderson & Company have represented them, some of their special lines being the 'North Star,' 'Crescent' and 'Pearl' battings and 'XX,' 'X,' 'A' and 'B' brands of wadding, which are made up in one, two, three and four pounds to the dozen, the lighter weight being used for general purposes and the heavier goods for tailors' and furriers' use.

tre Dame street, corner of St. Henry eet, Montreal. CAVERHILL & KISSOCK

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dian fur dealers and brought back to Canada again. The company's annual imports into Canada are estimated at £100,000 sterling. The company gives employment to about three thousand persons, and almost all nationalities are engaged in their service. The capital of the company is stated to be £1,300,000.

The officers of the company are the The omcers of the company are the Right Hon. Lord Strathcona and Mount Royal, G. C. M. G., governor; the Right Hon. the Earl of Lichfield, deputy governor; Sandford Fleming, K. C. M. G.; Russell Stephenson, W. Vaughan Morth and Color and Lichn Color. gan, Thomas Skinner and John Coles, committee. Mr. Peter McKenzie is manager for the company at Montreal, with offices at 22 St. John street. head offices of the company for Canada are at Winnipeg, Man.

JOHN HENDERSON & COMPANY.

Manufacturing Hatters and Furriers. Wholesale and Retail. 229 St. James Street. Montreal.

Established in the year 1834, the firm of John Henderson & Company have made remarkable progress, and to-day they have customers in all parts of the civilized world. Keeping well abreast of the times, as the trade of Montreal has developed, this firm has gradually extended their business and premises so that they now have one of the largest and most perfectly equipped fur houses on this continent. In their spacious and handsomely furnished show rooms one can see many rare and valuable skins, such as specimens of the African lion, tigers and leopards from the jungles of India, bears from Russia, the musk ox from the far north, etc. All are interesting, whether to the buyer or the student of natural history, as the many visitors to their fur show rooms attest.

Of manufactured furs the stock is large and varied, both in furs for ladies' and and varied, both in the large state of the gentlemen's wear. The firm's manufacturing department is a busy one, and 'made to order' goods keep their staff employed on special productions all the season round, from the smaller varieties of fur skins, as the broadtail, chinchilla and ermine to the larger sealskin and Persian lamb, these two latter furs for ladies' jackets and sacques being constantly in great demand and beautifully finished articles. The styles this season incline to the shorter coat of 20 to 26 inches in length, and for the longer, the 'Automobile' worn up to 40 inches in length and worn loose fitting. These garments are handsomely lined with broché silks or satins, and are, indeed, artistic creations when ready for the wearer.

A visit to the show rooms of Messrs. Jno. Henderson & Company will well repay anyone interested in furs, and their record of nearly seventy years' square dealing with their customers and the best goods at fair prices is, indeed, one to be proud of.

THE CROMPTON CORSET COM-PANY.

Among the industries which have taken firm root in Canada, and ontreal is the recognized centre of millinery and fancy dry goods busiin Canada, and the house of Caver-& Kissock is in the front rank ong the wholesale establishments of class in the commercial metropolis. nded in 1888, with Messrs. J. B. erhill and William Kissock as parts, the firm has succeeded in building an immense trade. The Caverhill an immense trade. ding, at 91 St. Peter street, in which their large warerooms and offices, is of the most attractive business es in the city. In this busy empon will be found millinery rooms in ch customers may inspect and copy latest models from Paris, London New York. Here, too, may be seen ples of fancy silks and ribbons, which among the firm's specialties and a e assortment of umbrellas and para-The firm are large manufacturers of ladies' mantles and capes and children's jackets. Every changing season finds their show rooms replete with the newest modes and the best quality of goods that can be secured in either the home or foreign markets. Mr. Geo. D. Harper, their European buyer, keeps the firm well stocked with the newest novelties to be had in Paris, Berlin or London, while the firm's own productions are found to be close rivals of their importations. Seventeen travellers carry samples of their goods to customers in all parts of the Dominion, and the constant and steady increase in their business may be taken as first class evidence that the quality of their goods and the business methods of this firm are giving splendid satisfaction. Close prices, liberal terms, commercial integrity and prompt and careful attention to orders have been foundation stones in this business.

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'he firm of Thomas May & Co., of ntreal, importers of millinery, fancy goods and manufacturers of mantles., have decided to close out their milery department, and go more extensly into the manufacturing business. They have erected a very large and st modern factory at 444 St. James set, and equipped the same with the y latest machinery for the manuface of ladies' coats, costumes and rts. They have also moved into se premises their Manhattan silk ist factory, in which they produce a y superior class of ladies' silk, flannel I lawn waists.

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Their factory covers a whole block,

x 60 ft., two floors and basement. It thoroughly up to date in equipment, itilation and fire protection. Forty usand dollars' worth of machinery, or one hundred workmen, and one adred thousand dollars capital are employed in making their bed-quilts, pillows, mattresses and upholstered springs.

They manufacture everything pos-

They manufacture everything possible from the raw materials. Over a quarter of a million pounds of raw feathers are used annually in their down quilts, down cushions and feather pillows.

Twelve hundred bales of raw cotton pass through their felting machinery yearly, to produce their celebrated felt mattresses. They are the Canadian manufacturers of 'Ostermoor's Patent Elastic Felt Mattress' which is so well advertised in American magazines, and which has such an unusual guarantee: 'To please for a lifetime.'

Over four thousand yards of cloth pass through their cutting machines each day. Their tickings and quilt coverings are made specially for them and they study new and taking designs, which they control for Canada.

Their policy from the beginning has been to make only goods that could be guaranteed to give satisfaction. A tag is sewn into each article they make, bearing their name or trade-mark and guarantee.

The board of directors are: Messrs. Edgar McDougall, president; J. H. Sherrard, vice-president and manager; J. H. Parkhill, secretary; W. J. White and H. R. Drummond.

THE HUDSON'S BAY COMPANY.

The year 1670 saw the incorporation of 'The Governor and Company of Adventurers of England trading into the Hudson's Bay,' commonly called 'The Hudson's Bay Company.' It had a distinguished board of directors, men of unusually enterprising spirit for their times and considerable experience in commercial matters. The headquarters of the company was and still is in London, England. The actual founder of the company was Prince Rupert. The primary object of the company was to buy and sell raw furs and deal in general merchandise. The annual output of raw furs amounted to between £200,000 and £300,000. All their exports, which consist of furs, go to England. Millions of dolars' worth of furs have been taken from Canada to England by this company, and many thousands of dollars' worth of the same furs have been purchased by Cana-

THE CROMPTON CORSET COM-PANY.

Among the industries which have taken firm root in Canada, and which give a market for Canadian skilled labor, the production of corsets is in the very front rank. Almost thirty years ago Mr. Crompton founded in Toronto what was the pioneer of all corset manufactories in Canada. The beginnings were small, but energy and skill overcame all difficulties, and it was not long before, in the cheaper lines, the Crompton corset outranked all its imported competitors. The firm's ambition was not to be appeased by this success. To make the very best corset that money and skill could produce was their aim, and foreign workmen were brought on to teach Canadian foremen. A skilled force was soon gathered together, and the prizes which have been awarded to the Crompton Corset in competition with all imported and domestic manufactures testify to their excellence.



To-day Crompton Corsets can be bought for about two-thirds the price of imported grades, and for style, comfort and lasting qualities, cannot be surpassed.

Some idea of the magnitude of the business of the Crompton Corset Company may be gathered from the fact that about four hundred flands are employed in the factory. Thus Canadian men and women receive the wages which, if imported corsets were purchased would go to support foreign workmen and their families. Mr. F. Crompton, the veteran founder of the business, is the president of the corporation, which has recently been formed to take over the factory, and the vice-president, is Mr. George Reedy, another practical man.

In the Province of Quebec, Messrs. Barry Brothers, 1811 Notre Dame street, represent the company, and their energy and popularity among all classes of business men, has further accentuated the success of the Crompton Corset, whose sales they have largely increased in this territory since they assumed the agency. It is a pleasure to witness the success of Canadian enterprise and the Crompton Corset Company can certainly be proud of its record.



MR. J. FRANK RIEPERT.

This illustration represents the Main Silk room at Mr. Riepert's Yokohama Branch Office.

ORIENTAL GOODS.

In this mercantile review of the City of Montreal, the firm of J. Frank Riepert must be noted as being one of the most progressive and successful in the handling of silks, Oriental art goods, rugs and mattings, through being the pioneer in personally visiting the Far East and selecting his own importations of goods, calculated to be especially suited for the Canadian market, and whose attractive warehouse is situated at 60 St. Peter street.

The modern popular demand among the fair sex for artistic productions in silk fabrics is constantly increasing, and gives unlimited scope for the utilization of scientific skill in creating desirable effects. In this particular Mr. Riepert possesses the faculty of originating harmonious designs, enabling him to take the initiative in showing the latest combinations in fabrics and novelties, and owing to his annually visiting the Western Continent as well as Japan, he is kept in touch with the newest ideas.

Mr. Riepert recently returned from a tour through Europe, where he visited the noted silk weavers of France, Switzerland, Germany and England, and reports having been exceptionally fortunate in securing attractive effects, including exclusive artistic designs of the latest novelties for the spring season of 1903.

In addition to dress silks, this firm does an extensive business in floor rugs and mattings, and finds the demand constantly increasing. They also show the largest collection of newest designs in Oriental silk art embroideries, including mantle drapes, piano scarfs, cushion tops, chair scarfs, shawls, draperies, etc. also ladies' and men's silk hand-kerchiefs, in great variety. Since its establishment in Montreal this firm has been the headquarters for all descriptions of the finest Oriental and European goods.

Five traveling salesmen are employed, covering the entire Dominion of Canada, and offering inducements to customers that cannot readily be duplicated elsewhere.

EDGAR, CORISTINE & COMPANY.

(Successors to Greene & Sons Company

Messrs. Edgar, Coristine & Compan are manufacturers, importers and whole sale dealers in hats, caps and fur good. This business was established in 1840 be Messrs. Greene & Sons, who at the period were the pioneers in the dressin and manufacture of furs in Canada. It is needless to say that at that early dat the manufacture of this line of good was in its infancy, the styles being fer in number and of antiquated design. The business of Messrs. Greene & Sons Company was continued without interruption until their retirement a few year ago.

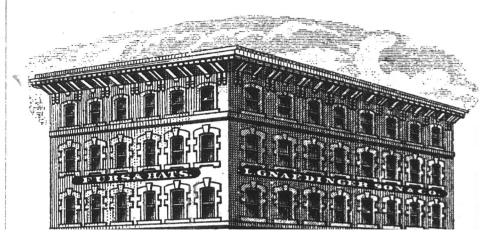
In January, 1900, the present firm Edgar, Coristine & Company was forme in succession, Mr. John Edgar havin been a partner in the business for mor than twenty-five years. The business still carried on in the old premises, 51' 521 St. Paul street, which has now bee occupied in this department of trade for over sixty years. It is not to be wor dered at that this business has becom one of the best known in the country and its connections widely establishe throughout the Dominion. The sever changes which have occurred have no appreciably altered the conditions of th business which at present enjoys a larg output of the leading styles of the fine class of ladies' and men's wear in th Messrs. Edgar, Coristine fur line. Company are also large importers of fe and straw hats and in the two separat departments of furs and hats have secu ed a large share of the trade. The staff of travellers cover the territor from the Maritime Provinces to the Pa cific coast.

The members of the firm personall select their stock in the leading market of Europe, and for the trade they kee a full line of raw and dressed skin tails, satins, trimmings, etc. The firm employ an efficient staff of skilled labor which has had the effect of establishin for Messrs. Edgar, Coristine & Compan a reputation for the superior style an finish of their productions.

CHARLES DESJARDINS & CO.

'The largest and best-equipped retail fur house in the world' is that of Charles Desjardins & Company of Montreal. The premises have a frontage of 150 feet on St. Catherine street and a depth of 178 feet on St. Timothee street, and consist of five floors. The total staff of fur workers employed by the firm is 160, to which must be added a small army of clerks and other employees. Mr. Charles Desjardins is the sole proprietor of the business, and Mr. F. A. Langiois is the manager.

Mr. Desjardins, who has been in the fur business all his life, visits Europe two or three times every year and purchases all the firm's raw furs, which are bought direct from the trappers. Mr.



two or three times every year and purchases all the firm's raw furs, which are bought direct from the trappers. Langlois has had twenty-eight years' experience as a practical furrier, both in Europe and the United States. firm employ the very best expert artist furriers, designers and cutters that money can procure, and the customer gets all these advantages in addition to first-quality furs at from 25 to 30 percent less than competitors' prices. This firm carry a large stock of Royal érmine, genuine Crown Russian sable and Hudson's Bay sable, which are the most fashionable furs for this season. Persian lamb, seal and mink are always favorites, and are among the firm's staples.

Messrs. Desjardins & Co. are originators and designers of styles in fur goods, and are copied by New York, London and Paris manufacturers. This house was the first to make up Siberian squirrel sets, which are now so much

sought after.

There is nothing in the fur line that this firm cannot supply to customers, and as to style, quality and prices they defy competition. French counts, Russian noblemen and others from all parts of the world are numbered among this firm's customers.

MESSRS, JAMES CORISTINE & COMPANY (LIMITED.)

One of the oldest lines of business for which Montreal is noted, is the fur trade, and one of the oldest houses engaged in the fur trade in Canada, is that now owned and managed by Messrs. James Coristine & Company. This business was established in 1852, under the name of Gerhardt, Lomer & Company, with a branch house in New In the early days of the company the exportation of raw furs to Europe was extensively carried on. Mr. Coristine became a member of the firm, and, in 1869, bought out the interests of the other partners, and became the sole proprietor of the business. He closed the New York branch and confined his attention to the importation and manufacture of furs and felt hats. In 1899 the concern was incorporated with Mr. Coristine as president, and Messrs. B. W. Grigg and F. W. Kayser as direc-

Their extensive premises were totally destroyed by fire in January, 1901, but have since been rebuilt, the new premises fronting on St. Paul, St. Nicholas and Lemoine streets. The total frontage is 350 feet. The building is a massive, modern, like proof structure, seven stories in height. The factory is one of the most spacious in America, and was built with the object of furnishing every facility for the production of fur goods. The working staff is very large, as it must needs be to meet the growing requirements of their business. The product finds purchasers in every portion of the Dominion, from Cape Breton to Dawson City. The furs used are purchased in Asiatic Russia, China, Japan, Australia and Europe, and comprise nearly all the kinds known to com-merce. The demand, especially during the last three years, has been very large, and, judging by the present healthy condition of the country, the company will have orders probably in excess of past years during the coming season.



MESSRS. L. GNAEDINGER, SON & COMPANY.

In the front rank among fur dealers and manufacturers, are L. Gnaedinger, Sons & Company, of Montreal. Established in 1852, they have grown up with the fur trade and are one of the best

known houses in this country.

The present members of the firm are Messrs, E. W. Gnaedinger, F. G. Gnaedinger, J. T. Gnaedinger and Mr. K. Weber, and their offices and sales rooms are at 90, 92 and 94 St. Peter street, while the increasing business of the firm has made it necessary recently to secure spacious warerooms at 30 St. Peter street. In addition to these large premises the company have large new workshops at 1623 Notre Dame street, and they employ about one hundred and fifty hands. Their head offices and show rooms consist of four large floors and a basement, 120 by 70 feet, at the corner of St. Peter and Recollet streets.

The firm have completed arrangements

for the addition of three new stories t their offices and warerooms, show above.

Their nine travelers cover the whol Dominion, from Prince Edward Islan to British Columbia, and show lines hats, caps, furs and furriers' trimming not excelled in this country. This corpany manufacture every kind of fur gament that can be required for men' wemen's and children's wear, whether or use or ornament. Russian furs at their specialty, including the valuab and popular lines known as Persia lamb, Astrachan, and grey lamb. The have fine coney skins from Paris an Brussels, and seal and Australian fur bought in London, England.

L. Gnaedinger Sons & Company have this year completed their fiftieth year unbroken success in the fur busines. Their trade mark, the moose head, known all over the Dominion and stand for the standard of excellence in furs

THE WALDRON, DROUIN COM-PANY (LIMITED).

Montreal is the great manufacturing centre for the Dominion for hats, caps and furs, and the Waldron, Drouin Company (Limited), wholesale hatters and furriers, are rapidly coming to the front in this line of business. Established in 1895 by the present board of management, and incorporated in the present year, the company is now firmly established and has made itself a splendid reputation. The management of the company is in the hands of such capable men as Mr. A. Eaves, president; Mr. S. G. Waldron, vice-president; Mr. F. B. Drouin, managing director, and Mr. J. T. Smith, secretary treasurer.

During the past four years the business of the company has more than doubled, necessitating the reorganization of the concern, making it a limited company; the staff has been largely increased; a new building has been added, giving altogether twelve flats, 30 x 100 feet or 36 000 square feet of space in all, with about one hundred hands constantly employed. Quebec and Ontario provinces take most of their output. The location of the factory and offices is at 505, 505½, 507, 507½ and 509 St. Paul street.

This company has always on hand a complete assortment of goods of all descriptions in their line and in the latest fashions. They keep well ahead of the seasons, are competent to anticipate the needs of their customers, and are prepared to meet all fair competition and to execute all reasonable orders promptly and satisfactorily.

SWIFT, COPLAND & COMPANY.

This firm, composed of Messrs. W. A. M. Swift and J. P. Copland, conmenced business in July, 1900, bein successors to the firm of Copland Company. Mr. Swift, who was formany years connected with the fur department of the late firm of Greene Sons & Company, and was more recently a partner with Messrs. Edga: Swift & Company, is very well know in the fur trade. Mr. Copland was also for some years with Messrs. Greene Sons Company, but more recently managed the hat and cap business for Messrs. Copland & Company.

The firm of Swift, Copland & Con pany are well known from Ontario t Cape Breton, and also somewhat in th North West. Their travellers cove the principal places through Easter Ontario, Quebec, and the Lower Pro vinces. Their lines of hats, caps an furs are well known for their bright and tasty get-up. They have alway made a specialty of showing a very larg and attractive line of golf caps an children's tams and fancy caps, an their felt hats are always up-to-date In furs they go in specially for th staple lines, as coats, jackets, collar etc., in which they do an extensiv trade. Buyers who have not seen the goods would do well to see their trave lers' samples, or call on them in the Montreal sample room. They occup five large flats at Nos. 5 and 7 Recolle street, Montreal, Que., and, in additio to a large mail order business, keep signal and the street of the stre travellers busy on the road in all par of the Dominion.



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They also show of newest designs mbroideries, includiano scarfs, cushion shawls, draperies, men's silk hand-Since its rariety. itreal this firm has rs for all descrip-Oriental

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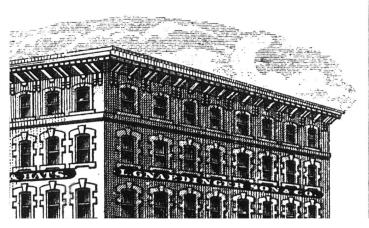
EDGAR, CORISTINE & COMPANY.

(Successors to Greene & Sons Company.)

Messrs. Edgar, Coristine & Company are manufacturers, importers and wholesale dealers in hats, caps and fur goods. This business was established in 1840 by Messrs. Greene & Sons, who at that period were the pioneers in the dressing and manufacture of furs in Canada. is needless to say that at that early date the manufacture of this line of goods was in its infancy, the styles being few in number and of antiquated design. The business of Messrs. Greene & Sons Company was continued without interruption until their retirement a few years

In January, 1900, the present firm of Edgar, Coristine & Company was formed in succession, Mr. John Edgar having been a partner in the business for more than twenty-five years. The business is still carried on in the old premises, 517-521 St. Paul street, which has now been occupied in this department of trade for over sixty years. It is not to be wondered at that this business has become one of the best known in the country, and its connections widely established throughout the Dominion. The several changes which have occurred have not appreciably altered the conditions of the business which at present enjoys a large output of the leading styles of the finer class of ladies' and men's wear in the fur line. Messrs. Edgar, Coristine & Company are also large importers of felt and straw hats and in the two separate departments of furs and hats have secured a large share of the trade. staff of travellers cover the territory from the Maritime Provinces to the Pacific coast.

The members of the firm personally select their stock in the leading markets of Europe, and for the trade they keep a full line of raw and dressed skins, tails, satins, trimmings, etc. The firm employ an efficient staff of skilled labor which has had the effect of establishing for Messrs. Edgar, Coristine & Company a reputation for the superior style and finish of their productions.



HERMANN H. WOLFF & COMPANY.

The firm of Hermann H. Wolff & Company are importers and general merchants and successors to the firm of Feodor Boas & Company. The business was established in 1883 by the latter firm. Mr. Hermann H. Wolff was admitted a partner of the firm in 1889 and took over the business in 1891. The members of the present firm are Messrs. Hermann H. Wolff and John Wolff, and their spacious warerooms and offices are at 170 McGill street, corner of St. Maurice street.

They make a specialty of distinct import orders in dry and fancy goods as well as manufacturers' supplies, and they also carry a large and well assorted stock of woollens, tailors' trimmings, silks and underwear, the well known trade marks of 'Health Brand,' underwear, 'Cowes' serge, 'C. P.' corsets à la Sirène and others being controlled by them in Canada. They are agents for Messrs. R. D. Warburg & Co., of Berlin, London, Paris, etc., one of the oldest European exporting firms, established about 1755.

Fifteen travellers distribute their goods over the whole Dominion, and they employ a staff of over forty salesmen, stock clerks and office hands.

Mr. Hermann H. Wolff is also Consul General in Canada for Denmark.

THE CANADIAN RUBBER COM-PANY.

One thousand hands and \$1,500,000 capital are employed in making the Canadian Rubber Company of Montreal one of the largest concerns of its kind in the Dominion. Among the products it turns out are rubber boots and shoes felt boots, belting, packing, fire engine hose, and rubber clothing of all kinds The company was organized and incorporated in Montreal in 1866. The head offices and works are at the corner of Notre Dame street and Papineau avenue, Montreal. The members of the firm are Messrs. H. Montagu Allan, president; J. B. Learmont, vice-president, and Mr. E. A. Wright, secretary treasurer.

The company's market is the Dominion of Canada. It has experienced a very considerable increase of business from year to year, and to take care of the constantly extending trade it has been found necessary to establish branches at Toronto, Winnipeg and establish Vancouver.

The company's considerate treatment of its patrons and the uniform excellence of its goods have contributed greatly to the favor and prosperity it enjoys, and there is every indication that the satisfactory relations between the company and its numerous customers, will continue to be strengthened by a continuance of the same methods of doing business, and the production of as good goods, and, if possible, better, than heretofore. The company caters to every requirement of the public, and is justly proud of its success in meeting its demands.

MR. JAMES STEEL.



The Canada J1 ed), was establis under Royal Chai R. Drummond is Francis Braidwo secretary, with o street. The factor St. Martin street.

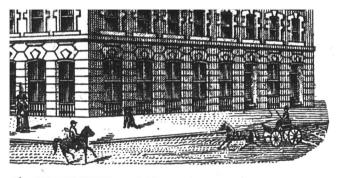
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DOMINION

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The company in of unfinished jute Scotland, and Calout bags of all k black padding ar Manitoba and tl tories take the gre put which is very

The firm employ hands. To take terests, several b have been establis the Dominion. W. E. Stanley, Ont.; Messrs. Mer pany, Winnipeg, I Company, Sherbi Carvell Bros., C Mr. Frank Fales, Messrs. Robert La dee, Scotland.



L. GNAEDINGER, SON & COMPANY.

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of the firm are ger, F. G. Gnaeer and Mr. K. fices and sales and 94 St. Peter sing business of ecessary recently rooms at 30 St. lition to these pany have large 23 Notre Dame about one hun-Their head ofconsist of four

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ROUIN COM-TED).

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SWIFT, COPLAND & COMPANY.

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The firm of Swift, Copland & Company are well known from Ontario to Cape Breton, and also somewhat in the North West. Their travellers cover the principal places through Eastern Ontario, Quebec, and the Lower Pro-Their lines of hats, caps and vinces. furs are well known for their bright They have always and tasty get-up. made a specialty of showing a very large and attractive line of golf caps and children's tams and fancy caps, and their felt hats are always up-to-date. In furs they go in specially for the staple lines, as coats, jackets, collars, etc., in which they do an extensive trade. Buyers who have not seen their goods would do well to see their travellers' samples, or call on them in their Montreal sample room. They occupy five large flats at Nos. 5 and 7 Recollet street, Montreal, Que., and, in addition to a large mail order business, keep six travellers busy on the road in all parts of the Dominion.

MR. JAMES STEEL.

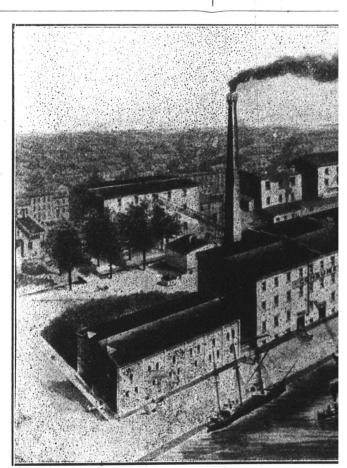
A prominent figure in the furniture business in Montreal, during the past twenty years, was Mr. James Steel. Mr. Steel was for years one of the largest furniture manufacturers and exporters in Canada. About three years ago he took a partner into the business, and, recently, disposed of his interest in the concern. Since May last Mr. Steel has been managing a large retail furniture store in the new Empire block, 2468 St. Catherine street. He also retains an active connection with some large firms in England in the wholesale export line. Mr. Steel is well known as an expert appraiser, having acted for large insurance companies and other principals in the valuating of real and movable properties of various kinds, both in this country and in England.

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THE TOILET LAU (LIMI

The Toilet Laundr ed), was established known as the 'Mont Company.' The b porated in the presen officers are Messrs. dent and managing Smith, vice-president secretary-treasurer.

The firm are distri quisites for offices, ies, public buildings. care of gentlemen's cial and favorable launderers of high-c cuffs, shirt waists, an All goods are insured



CONSUMERS' CORDAGE

Few people have any idea of how much work it requires to manufacture hemp into cordage, or of the varieties of hemp used.

Hemp is imported from the Philippine Islands, Russia, Italy, India, New Zealand, Mexico and the Island of Mauri-It is packed in bales, weighing from 270 to 400 lbs. After passing over numerous machines, which comb it out and reduce it to a small sliver, the hemp is spun into yarns of various sizes. These yarns are formed into strands, which are then laid into rope, either on stationary machines or in rope warks. The former are now generally used for the smaller sizes, the latter for cordage of large dimensions.

The Consumers' (Limited), establishe is the largest institu the country. They chinery to supply the tion, almost twice over ture all kinds of cor nila, Sisal, New Zea lathyarn, halyards, houseline, bed cords are also the manufact red thread transmis twine, parcelling and

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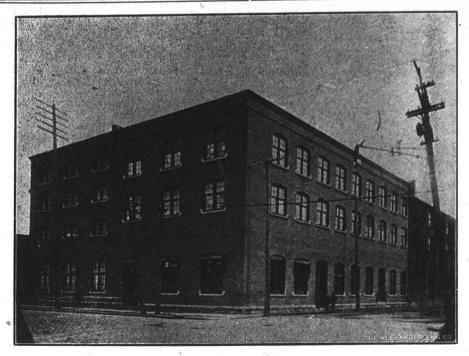
HE CANADIAN RUBBER COM-PANY.

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THE CANADA JUTE COMPANY (LIMITED)

The Canada Jute Company, (Limited), was established and incorporated under Royal Charter in 1882. Mr. H. R. Drummond is the president and Mr. Francis Braidwood, the manager and secretary, with offices at 492 William street. The factory is at Nos. 17 to 35 St. Martin street.

The Canada Jute Company manufacture jute and cotton bags of all sizes, qualities and descriptions, and are dealers in black canvass, hopsacking, buckrams, rope, bags, Hessian cloths, paddings, twines, webbing, etc. Their goods go into all parts of the Do-

minion, but chiefly to Quebec, Ontario and the North-West. Branch warehouses and offices have been established in Toronto and Winnipeg.

The business of the company has increased steadily from its commencement, having doubled since 1895, and last year's output amounted to considerably over half a million dollars' worth. Their cottons are purchased almost entirely in the home market, but unfinished jute cloth, twines, etc., amounting to over \$300,000 are imported annually. Their works give employment to about one hundred hands.

DOMINION BAG COMPANY, (LIMITED).

In the year 1887 the Dominion Bag Company, (Limited), was established at No. 317 St. Patrick street, Montreal, by Messrs. A. W. Morris & Brother. The company was incorporated under its present name in 1894. They still occupy the premises in which the concern was established. The present officers of the company are Mr. E. M. Fulton, president; Mr. H. L. Rutherford, treasurer, and Mr. Chas. A. Smart, secretary.

The company import large quantities

of unfinished jute cloth from Dundee, Scotland, and Calcutta, India; and turn out bags of all kinds, burlap, buckram, black padding and twines. Ontario, Manitoba and the North-West Territories take the greater part of their output which is very large.

The firm employ about one hundred hands. To take care of its business interests, several branches and agencies have been established in various parts of the Dominion. Among these are Mr. W. E. Stanley, Toronto and Lucan, Ont.; Messrs. Merrick, Anderson & Company, Winnipeg Man.; J. S. Mitchell & Company, Sherbrooke, Que.; Messrs. Carvell Bros., Charlottetown, P.E.I.; Mr. Frank Fales, St. John, N.B.; and Messrs. Robert Lamb & Company, Dundee, Scotland.

replaced. The strictest care and attention are given to customers' goods, and special orders are carried out under the personal oversight of the managers.

The laundry is located at 290 Guy street, near St. Antoine street. Over one hundred hands are employed, most of whom are Canadian born.

There are three departments in this business, the 'laundry,' the 'towel supply,' and the 'valet,' each having its own manager.

The patronage extended to this company is practically confined to the city, and has increased during the past five years, almost one hundred per cent, until now some forty thousand pieces pass through the laundry each week. The 'towel supply' department distributes nearly thirteen thousand towels weekly to their several subscribers.

The wages paid employees in this trade are from twenty-five to forty per cent higher than seven years ago, the increase being more marked in the case of skilled help.

CANADIAN CORK CUTTING COM-PANY.

Every description, size and shape of corks can be obtained in Montreal, a fact perhaps not generally known outside the immediate trade.

MR. JAMES STEEL.

prominent figure in the furniture ness in Montreal, during the past ity years, was Mr. James Steel. Mr. l was for years one of the largest iture manufacturers and exporters anada. About three years ago he a partner into the business, and, ntly, disposed of his interest in the ern. Since May last Mr. Steel has managing a large retail furniture e in the new Empire block, 2468 St. terine street. He also retains an re connection with some large firms ingland in the wholesale export line. Steel is well known as an expert aiser, having acted for large insurcompanies and other principals in valuating of real and movable props of various kinds, both in this try and in England.

Messrs. Robert Lamb & Company, Dundee, Scotland.

THE TOILET LAUNDRY COMPANY (LIMITED.)

The Toilet Laundry Company (Limited), was established in 1888, being then known as the 'Montreal Toilet Supply Company.' The business was incorporated in the present style in 1895. The officers are Messrs. J. D. Natter, president and managing director; Lionel J. Smith, vice-president, and Robt. Cooke, secretary-treasurer.

The firm are distributors of toilet requisites for offices, warehouses, factories, public buildings, etc. They take care of gentlemen's wardrobes on special and favorable terms. They are launderers of high-class shirts, collars, cuffs, shirt waists, and family washings. All goods are insured and if lost will be

fact perhaps not generally known outside the immediate trade.

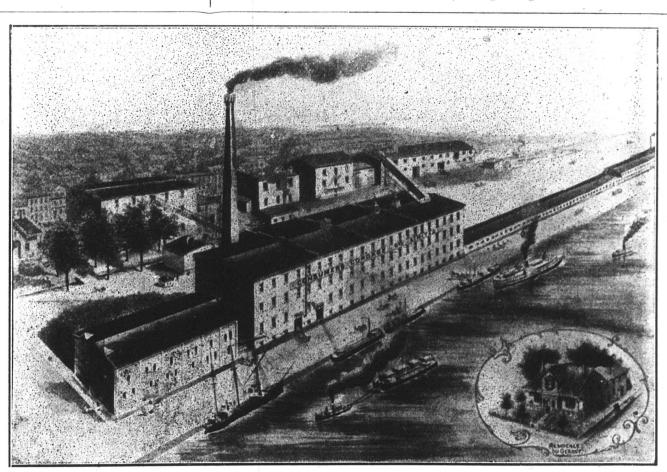
Mr. John Auld made the above named company one of the really important industries of the city.

Evidences of presperity are apparent on every hand. While, practically, corks of all descriptions are carried on hand, work is done to order as any customer may select. Cork, wood and life preservers are also handled extensively; also all sizes of hard and soft wood taps, bungs, spiles, bottling, urn and wax, cork driving and capping machines, capsules, cane, bottle baskets, in foil, etc., are carried in stock.

in foil, etc., are carried in stock.

The office and factory are located at 342 Lagauchetiere, corner Chenneville street, Montreal.

Mr. Auld has gained a strong place in the business world, and has secured it by constant attention to the demands of an ever growing trade.



CONSUMERS' CORDAGE COMPANY (LIMITED).

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It is packed in bales, weighing 270 to 400 lbs. After passing over erous machines, which comb it out reduce it to a small sliver, the hemp un into yarns of various sizes. These s are formed into strands, which are laid into rope, either on stationary nines or in rope walks. The former now generally used for the smaller, the latter for cordage of large disions.

The Consumers' Cordage Company, (Limited), established in the year 1825, is the largest institution of this kind in the country. They have sufficient machinery to supply the Canadian consumption, almost twice over. They manufacture all kinds of cordage, including Manila, 'Sisal, New Zealand and jute rope, lathyarn, halyards, marline, ratline, houseline, bed cords and halters. They are also the manufacturers of the famous red thread transmission rope, binder twine, parcelling and mill twines.

The company formerly had mills at Montreal, Quebec, Lachute. Brantford, Port Hope, St. John and Halifax, but, at the present time they have concentrated their works at Montreal and Dartmouth, to reduce the cost of production.

They pay annually in wages, insurance,

freight, mill supplies, etc., over \$600,000, and employ about 500 hands.

Since 1895 the company have not manufactured much binder twine, as, owing to changes in the tariff, they have been unable to do so, profitably, they say.

The demand for cordage is not as large now as in former years, on account of steamships replacing sailing vessels, and the introduction of wire rope in mines and on elevators where great tensile strength in as small compass as possible is desirable.

The head office of the company is at Montreal, and the following are the officers:

E. M. Fulton, jr., president; Jas. Crathern, vice-president; H. L. Rutherford, secretary treasurer; M. H. Day, general manager.

Canada's Mineral Resources are Inexhaustible.

METALS AND METAL INDUSTRIES

Her Constructive Industries are Rapidly Increasing and Attracting World Wide Attention.

Canada has every requisite for becoming the leading metal and machinery producing country in the world. Minerals of all kinds have been scattered with a lavish hand in all directions. Immense forests, exhaustless coal deposits, and unlimited water power are The field ours as a gift of Nature. which Canada presents to the miner, the inventor, the capitalist, and equally to the laborer and the skilled mechanic We have is a most inviting one. practically only begun to realize our wealth in natural resources, and our metal industries are for the most part in their infancy. Some of them, how-ever, are very lusty infants. Their ever, are very lusty infants. Their voices have been heard across the seas, and their story is more wonderful than fiction. The products of our mines and factories are to-day in demand in Europe, Asia, Africa and Australia; in fact, every continent and civilized country on the face of the globe.

Montreal has always led the cities of Canada in the matter of metal manufac-Her machine shops, rolling mills, bridge building works, car works, wire works, stove works, and general founding and machinery enterprises have had a continuous record of growth, There was expansion and prosperity. a time, and not so long ago, when steel and heavy iron had to be imported from England, Germany, the United States and other countries. To-day we manuand other countries. To-day we manufacture at Sydney, C.B., New Glasgow, N.S.; Hamilton, Ontario, Sault Ste. Marie and other places the finest steel in large quantities. Our agricultural implement shops, electrical works, fine tool factories and kindred industries consume the present output, while both the demand and the supply are rapidly increasing.

Although starting at a later date, and having hitherto a smaller population than competing countries and nations. Canada is destined to shine in the world as a producer of both raw and manufactured metals. When the race is over she will not be found last in the running. She wants capital and she wants population. In respect to her resources, her methods and the quality of her products, there is nothing to be desired. There are reasons why, in some lines of manufacture, Montreal must continue to lead for many years to come. There are other departments of mechanical industry, however, that are developing, owing to natural causes, faster in the east and also in the west than at the centre. As a manufacturing centre Montreal to-day holds the

DOMINION BRIDGE COMPANY (LIMITED).

One of the great and growing enterprises of the city of Montreal and her thriving suburban towns, is that of the Dominion Bridge Company (Limited). The works and offices of this establishment are located at the neighboring town of Lachine, and form one of the principal industries of that town, and the success of the enterprise attracts the attention of manufacturers to the advantages offered at that location.

The Dominion Bridge Company was organized nineteen years ago in a most modest way, with an original capacity of 6,000 tons per annum.

Bridges and structural iron for all purposes are the products of the plant, and the demand has increased to such an extent that the capacity has been extended to 25,000 tons per annum, single turn, and further additions are now in progress. The company works over the entire Dominion and does an export business to Newfoundland. Our best buildings and largest bridges are being supplied with the structural iron by them.

The officers of the company include

The officers of the company include the following list of names, which is a sufficient guarantee for the progressive policy of the firm:—

James Ross, president; James P. Dawes, vice-president; Phelps Johnson, manager, and A. W. Sherwood, secretary-treasurer.

Their post-office address is Montreal.

H. R. IVES & COMPANY.

An establishment that has done much to secure an enviable reputation for Canadian manufactured goods, and one in which the city of Montreal can justly take considerable pride, is that of H. R. Ives & Company, general founders, and manufacturers of brass and iron bedsteads, architectural iron work, artistic wrought iron grates, fences, bank railings, hammered leaf work, grilles, chandeliers, elevator enclosures, elevator cars, etc.

The best and most artistic work in the modern structures throughout the Dominion has been furnished by this firm whose immense plant, having over two acres of floor space, is located on King, Queen, Prince, William and Ottawa streets, Montreal.

The products of the plant are so numerous and varied, they cannot be mentioned in this article. One of their great leaders, however, is brass and iron bed-

soil pipe and fittings and plumbers' supplies. The annual output of this company amounts to about seventy-five thousand dollars, and most of their productions a market in Quebec province.

The following lines of imported good are also carried by the Star Company Enamelled baths, lavatories, sinks, ar nickel plated bath and lavatory furr ture to the value of about ten thousar dollars per annum. About seven hands are employed by the firm.

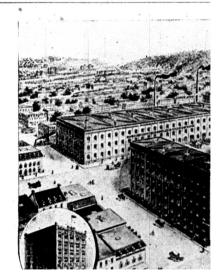
The expansion of their business to distant parts of the Dominion made it no cessary some time ago to establish age cies in the following places:—St. John N.B., Messrs T. McAvity & Sons, agen for the Maritime Provinces; Toront Messrs. A. D. MacArthur & Compan agents for Ontario; Winnipeg, M. Robert Black, agent for Manitoba ar North-West Territories. The company works are at Beauharnois, Que.

The company's specialties are the New Star, hot water heater with 'syphon-injector' attachment for heating on the same level as the heater. The have also 'twin' heaters and improve bases, ashpits and sifters. They mal unbreakable water-sections, the result years of study and experimentation, at their heaters are noted particularly for their economy in fuel. Their heaters are made of various dimensions and compacities suitable for public baths, publication, stores, offices and private residences, and the prices are all right Their bath and lavatory furnishings at of the latest approved types and given inversal satisfaction.

THE CANADA IRON FURNACE COMPANY (LIMITED).

Among the pioneers in the modern ire industry of Canada is the Canada Ire Furnace Company (Limited), who head office is in Montreal, with works a Radnor Forges, Que., and Midland, On

In 1890 the commercial firm of Drun mond, McCall & Company joined hand with those interested in the Montre Car Wheel Company and the St. Thoma Car Wheel Company, in the formation of the Canada Iron Furnace Compan (Limited), for the purpose of establishing, in Canada, the manufacture of cha coal pig iron. The company acquire the ore rights of the Three Rivers district, purchased the Radnor Forges pro-



faster in the east and also in the west than at the centre. As a manufactur-ing centre Montreal to-day holds the palm, and it is to the credit of her enterprising citizen capitalists that the Canadian metropolis to-day is well known throughout the world as the home of some of the most successful, progressive and extensive manufactur-ing concerns on the globe, and the place where, in some lines, the best of their kind in the world are made.

The metal industries of Canada may

be placed in two classes: mining and manufacture. It is estimated that for every ten thousand of our population, about 1,500 are engaged in extracting various metals from the earth, and 800 in manufacturing the raw material into all kinds of machinery, tools, etc.; 1,600 are engaged in agricultural pursuits; 400 in trade and transportation; 140 in the professions, and the balance in miscellaneous employment.

In the line of heavy iron manufacture Montreal has made a record that no other city in Canada can ever surpass. It was here that the first steam boat engine ever built in Canada was constructed, and Montreal has, ever since, been headquarters for boilers, engines, structural iron work, architectural iron work, hammered relief work, brass and copper goods, elevators, wire goods, and general founding. The first Canadian smelting works were erected in this province in 1737 by the French Government, and were known as the St. Maurice Forges. After the treaty of Paris, these works were carried on by the British. Later, other smelters were established at Hull, Que.; Marmora, Furnace Falls and other

places in Ontario; Woodstock, N.B., and points in Nova Scotia, The production

points in Nova Scotia. The production of iron from Canadian blast furnaces, at

present, must be near two hundred thou-

sand tons per annum.

erous and varied, they cannot be mentioned in this article. One of their great leaders, however, is brass and iron bedsteads. In this line they are not surpassed in Canada, and their output reaches the immense total of three hundred. dred bedsteads per day, which number even is not sufficient to supply the de-

An enquiry elicited the response that the plant was overcrowded and the highest tension must be employed to keep pace with the remarkable call for goods.

The handiwork of this firm is visible at almost every turn: the Parliament buildings, the Grand Trunk offices, the great new King Edward Hotel, the Hotel Frontenac, all C. P. R. hotels, and the Governor-General's house are a few of the structures fitted out by H. R. Ives &

Plainer and less expensive goods are also manufactured, in fact all grades, from the cheapest to the very best. Another specialty is the Royal Buffalo Hot Water Heater: a heater constructed to consume less coal and give more heat than any other heater in the market today, and fast coming into prominence as the popular heating apparatus of the age.

STAR IRON COMPANY (LIMITED.)

The Star Iron Company (Limited), was founded in 1894, by Messrs. C. F. Lalonde, C. Guimond, C. F. Leduc and It was incorporated in J. B. Leduc. 1898, and the present officers are Mr. A. S. Hamelin, president; Mr. L. A. Mongenais, manager, and Mr. P. Roullier, secretary.

The head offices of the firm are at 593 Craig street, and the warehouses at 8 and 10 Coté street. The articles manufactured by them include hot water boilers, wall coil stays, steam fittings,



THE PILLOW & HERSEY MANUFACTURING COMPANY, (LIMITED).

This is the pioneer as well as one of the largest establishments engaged in the manufacture of bar iron, nails, etc., in Canada. Their rolling mill, horse shoe, spike and cut nail factories are located at Nos. 94 to 102 St. Patrick street; their property on Mill street has a frontage on the canal, on the north side, and is bounded by the deep water wharves on the south side. The Mill street factory produces bolts, rivets, tacks, wire, nails, etc. This industry was begun about forty-three years ago, under the firm name of J. T. Bigelow & Co. It was afterwards continued by Messrs. John A. Pillow and Randolph Hersey, under the name of Pillow, Hersey & Co., until formed into a joint stock company, some fourteen years ago. They are makers of the well known 'Blue Hoop' brands of cut and wire nails, spikes and horse shoes. The works employ some seven hundred hands, and have an annual capacity of

about 20,000 tons of finished product. Their domestic trade extends throughout the entire Dominion, there being scarcely a hamlet in Canada in which their brands are not well known. Their export business has embraced European, African, Asiatic and Japanese trade. They are large importers of raw material, such as scrap iron, old rails, steel billets, etc. Their selling agents locat-ed at London, New York, Halifax, Vancouver and Winnipeg are doing a large and constantly expanding business. The annual wages paid amount to upwards of a quarter of a million dollars, and their workmen are to-day better paid than they have been for some years past. The demand for all their products continues to be of large volume, and taxes their resources to the utmost to keep their customers supplied. outlook for a continuance of the heavy demand for iron material is most promising.



THE THOMAS DAVIDSON MAN

The Thomas Davidson Manufactur Company (Limited) is one of the la est firms in the Dominion, manufact ing pressed, pierced and japanned t ware; enamelled ware, wire goods, lit graphed signs, etc. Their head offi graphed signs, etc. Then and factory are at 187 Delisle street, Cunegonde, a suburb of Montreal. buildings cover two blocks and are f stories in height, giving nine and a h acres of floor space. The compan sale rooms are at No. 500 St. P street, Montreal. The business was tablished in 1860 by the late Mr. T mas Davidson, in the old Crystal Blo on Notre Dame street. In 1895 the buness was incorporated with Mr. Jar Davidson as president; Mr. T. Char Davidson, vice-president; Mr. E. Go will, manager, sales department; John Hamilton, secretary, and James Williams, superintendent. company imports for manufacturing p

MONTREAL ROLLING MILLS COMPANY.

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The following lines of imported goods are also carried by the Star Company: Enamelled baths, lavatories, sinks, and nickel plated bath and lavatory furniture to the value of about ten thousand dollars per annum. About seventy hands are employed by the firm.

The expansion of their business to distant parts of the Dominion made it necessary some time ago to establish agencies in the following places:—St. John, N.B., Messrs T. McAvity & Sons, agents for the Maritime Provinces; Toronto, Messrs. A. D. MacArthur & Company, agents for Ontario; Winnipeg, Mr. Robert Black, agent for Manitoba and North-West Territories. The company's works are at Beauharnois, Que.

The company's specialties are the 'New Star,' hot water heater with 'syphon-injector' attachment for heating on the same level as the heater. They have also 'twin' heaters and improved bases, ashpits and sifters. They make unbreakable water-sections, the result of years of study and experimentation, and their heaters are noted particularly for their economy in fuel. Their heaters are made of various dimensions and capacities suitable for public baths, public buildings, stores, offices and private residences, and the prices are all right. Their bath and lavatory furnishings are of the latest approved types and give universal satisfaction.

THE CANADA IRON FURNACE COMPANY (LIMITED).

Among the pioneers in the modern iron industry of Canada is the Canada Iron Furnace Company (Limited), whose head office is in Montreal, with works at Radnor Forges, Que., and Midland, Ont.

In 1890 the commercial firm of Drummond, McCall & Company joined hands with those interested in the Montreal Car Wheel Company and the St. Thomas Car Wheel Company, in the formation of the Canada Iron Furnace Company, (Limited), for the purpose of establishing, in Canada, the manufacture of charcoal pig iron. The company acquired the ore rights of the Three Rivers district, purchased the Radnor Forges prop-

erty, pulled down the old furnace and erected the present modern furnace, having a daily capacity of forty tons of special charcoal iron. The average number of employees engaged in the operations of the company at Radnor Forges and throughout Quebec province is six hundred men with three hundred horses.

In 1899 the company decided to establish a blast furnace plant for the manufacture of coke pig iron, at Midland, Ont. This furnace was completed and officially opened on Dec. 18, 1900. The Midland smelting works have a capacity of 55,000 tons per annum, and quite a large fleet of steamers is required to carry ore sufficient to keep them supplied.

The directorate of the Canada Iron Furnace Company is composed of the following gentlemen: — Messrs. Geo. E. Drummond, J. T. McCall, and T. J. Drummond, of Drummond, McCall & Co., of Montreal; Mr. Geo. Gudewill, of New York; Mr. F. H. Clergue, Sault Ste. Marie, Ont.; Mr. A. F. Gault, Montreal; Mr. E. V. Douglas, Philadelphia; the Hon. T Guilford Smith, Buffalo, and Mr. Frank Leeming, Brantford. Mr. John J. Drummond, M.E., is the general superintendent of the company's works. Such names are a guarantee of the stability and future developments of this enterprise

terprise.

The head office of the company is in the Canada Life building, Montreal, and Mr. Geo. E. Drummond, as managing-director and treasurer, has charge of the

operations of the company.

THE NORTHROP IRON WORKS.

This company located at Valleyfield, Que., are extensive iron and brass founders, and heating and ventilating engineers.

Their specialties are 'Handy' elevators, steam, hot water and gas radiators, 'Handy' dumb waiters, sectional heating boilers, plain and automatic looms, spoolers, warpers, fire, door fixtures, sanitary outfits for mills and factories, ventilating and exhaust fans, tool grinding machinery, nickel and bronze plating, patent hangers and couplings, model and patent machinery, which constitute a line of goods fast becoming popular and increasing in demand as their reliability becomes better understood.

THE ROBERT PANY

The Robert M ited), is one of t turing firms doin The company's w ion street, St. city office is at This business wa late Mr. Robert 'Montreal Brass facture gas and and brass goods fitters, gas fitters railway car furnis

railway car furnis Owing to the i was found to be materially to the city of the busin porated with the Mr. R. R. Mitcl D. Smith, vice-p V. Shaw, secre idea of the amou this company can fact that they er dred hands in Their time, in the pres the 'Montreal corner of Craig Their commodioustreet are filled with samples of a ful fixtures conne ant industry. Tl ed with all the chinery for turni Richard Ramsay head of the firm able business ma business up to t for it by the for the enterprise or ciples as heretofo

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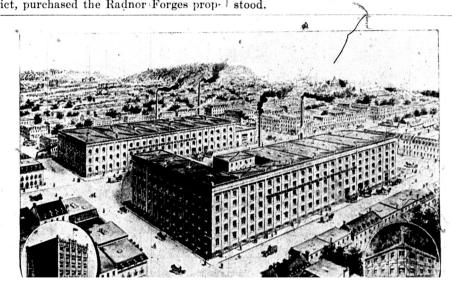
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THE THOMAS DAVIDSON MANUFACTURING COMPANY (LIMITED.)

The Thomas Davidson Manufacturing Company (Limited) is one of the largest firms in the Dominion, manufacturing pressed, pierced and japanned tinware; enamelled ware, wire goods, lithographed signs, etc. Their head offices graphed signs, etc. and factory are at 187 Delisle street, St. Cunegonde, a suburb of Montreal. buildings cover two blocks and are five stories in height, giving nine and a half acres of floor space. The company's sale rooms are at No. 500 St. Paul street, Montreal. The business was established in 1860 by the late Mr. Thomas Davidson, in the old Crystal Block. on Notre Dame street. In 1895 the business was incorporated with Mr. James Davidson as president; Mr. T. Charles Davidson, vice-president; Mr. E. Goodwill, manager, sales department; John Hamilton, secretary, and Mr. James Williams, superintendent. company imports for manufacturing pur-

poses, immense quantities of tin plate, block plate, sheet copper, and other similar materials from which their goods are made. The finished article finds enormous sales in all parts of Canada, while a small but increasing portion of while a small but increasing portion of their business goes to Australia and New Zealand. The firm employs about eight hundred hands and has in use the most modern machinery and appliances known to the trade. Their output has known to the trade. Their output has increased in value 400 percent since 1878. Branches have been established in Toronto, Winnipeg, and Vancouver, and their products find large sales in all the provinces of the Dominion. quotations are always attractive to the progressive classes in the retail trade. and their goods, which include popular lines of American and German novelties are among the most saleable articles merchants in this line of business can

MONTREAL ROLLING MILLS COMPANY.

The Montreal Rolling Mills Company employ one thousand hands and turn out 55,000 tons of manufactured goods annually. They have one of the largest and best equipped plants of the kind in the Dominion. Among the articles manufactured by them may be mentioned steel, brass and copper wire of all kinds; shot, lead pipe, white flead and putty; horse shoes and horse shoe nails; cut nails, tacks, and galvanized goods.

The business was established by Messrs. Morland, Watson & Company, about the year 1857, with a capital of \$300,000. The works then consisted of a rolling mill, a cut nail factory and lead works. When the present company was incorporated and acquired the property in 1868, the capital was increased to \$750,000, and the works extended so as to include the manufacture of several new lines of goods. They now have three rolling mills, a wire mill, and factories for turning out the goods mentioned above, which, with machine shops and offices, cover an area of nearly twelve acres.

The works and general offices of the company are at 3080 Notre Dame street, and the city office is in Room 465 Temple Building, St. James street. The present officers of the company are Mr. E. S. Clouston, president; Mr. Wm. Macmaster, vice-president and general manager; J. L. Waldie, secretary-treasurer; J. R. Kinghorn, general sales agent, and Mr. M. F. Derrick, superintendent of works. The directors are Mr. H. Montagu Allan, the Hon. G. A. Drummond, Mr. J. S. McLennan, Mr. James Ross and the Hon. Robert Mackay. The agents of the company in the principal cities of the Dominion are as follows:—Halifax, Messrs. John Peters & Company; Sault Ste. Marie, Mr. G. I. Pattee; Winnipeg, Mr. W. D. Taylor; Victoria and Vancouver, Mr. James Crawford; Kootenay district, Mr. H. E. Croasdaile, Nelson, B.C.

CAVERHILL, LEARMONT & COM-PANY.

In the year 1854 a modest looking store on the west side of the Customs House square was opened up with a stock of general hardware. Messrs. Crathern and Caverhill were the proprietors. Business prospered, and, in course of time, larger premises were taken in the Nuns' block, St. Paul street. Business continued to prosper; larger premises were required, and in 1865, the Caverhill buildings, on St. Peter street, were erected, and the firm occupied six flats and the basement of No. 89. The Caverhill block is one of the finest, in exterior finish, of the many splendid commercial establishments in Montreal.

ments in Montreal. In 1884, Messrs. Frank Caverhill, (since deceased), Joseph B. Learmont, Geo. Caverhill and T. H. Newman formed a partnership, under the style of Caverhill, Learmont & Company, wholesale hardware and metal mer-chants, and such has been the growth of this company's business that it is no idle boast to say that to-day they are the largest concern of the kind in Canada. In addition to their warehouse. offices and sample rooms, in St. Peter street, they have an immense heavy-ware store house on Colborne street, covering a block and having the convenience of the Lachine Canal on one side and a railway siding on another. Some idea of the magnitude of the business done by this firm can be gathered from the fact that about two years ago they published an illustrated catalogue for the use of their customers, which cost them \$10,000. They employ nine-teen travellers and a staff of about sixty clerks. The stock of sporting goods. cutlery, builders' hardware, furnishings, mechanics' tools and shelf-goods kept on hand by this firm is enough to bewilder

An annual event greatly enjoyed by the travellers of this firm is the reunion, at headquarters, at Christmas time, and the drive and dinner to which the firm treat the knights of the road. tors is composed iteous, president; Mr. Wa director; and Mr. C. W. Davis, John Mr. W. G. Ross at liams, secretary.

JAS W. 1

The business of heavy metals into is one that dates and may be classe commercial enter this country. tablished many ye Mr. Alfred Brown by Mr. George Refirm's interests wer Jas. W. Pyke & C firm was establish cast steel works o of Germany, "in Ca has, in late years, gress of the countr siderably, and the the largest import other heavy raily supplies in Canada

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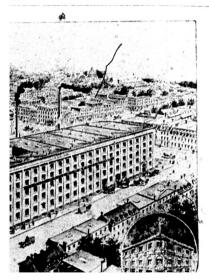
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THE ROBERT MITCHELL COM-PANY (LIMITED).

The Robert Mitchell Company (Limited), is one of the prosperous manufacturing firms doing business in Montreal. The company's works are at 42 Dominion street, St. Cunegonde, and their city office is at No. 8 Bleury street. This business was established by the late Mr. Robert Mitchell in 1851, as the 'Montreal Brass Works.' They manufacture gas and electric light fixtures, and brass goods for plumbers, steamfitters, gas fitters and steam and electric railway car furnishings.

Owing to the increase of business it was found to be desirable in 1896 to add materially to the management and capacity of the business, and it was incorporated with the following as officers: Mr. R. R. Mitchell, president; Mr. E. D. Smith, vice-president; and Mr. W. V. Shaw, secretary-treasurer. Some Some idea of the amount of business done by this company can be conceived from the fact that they employ about three hundred hands in connection with their business. Their city office was, at one time, in the premises now occupied by the 'Montreal Daily Witness,' at the corner of Craig and St. Peter streets. Their commodious quarters in Bleury street are filled and fitted throughout with samples of all the modern and useful fixtures connected with this important industry. Their factory is furnished with all the newest devices in machinery for turning out fine work. Mr. Richard Ramsay Mitchell, the present head of the firm, is a popular and capable business man, and his ambition and that of his associates is to keep the business up to the high standard set for it by the founder, and to carry on the enterprise on the same broad principles as heretofore.

LAURIE ENGINE COMPANY.

In 1871 the Laurie Engine Company began business in a somewhat modest way. To-day their business embraces the entire Dominion and the product of their plant is not excelled on the American continent.

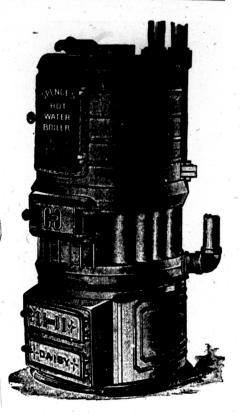
It has grown to be one of the best equipped establishments in the country, and holds the record of building the largest engine on the continent, which engine is now installed in the power house and furnishes the motive power for the street railway of Montreal. They were also the builders of the engines for the street railways of Toronto, Winnipeg and Vancouver, as well as three large engines for the Dominion Steel Company, at Sydney, C. B.

They make a specialty of large castings and the celebrated Laurie Corliss Engine is one of the most finished products of the age.

Their 5 to 50 horse power engine, known as 'The Rival,' embodies the latest ideas of successful engine building.

The office and works of the company are located at 1012 and 1014 St. Catherine street, Montreal, the works covering three entire blocks in that vicinity.

The present board of officers and directors is composed of Mr. C. E. L. Porteous, president; Mr. Wm. Yuile, vice-president; Mr. Walter Laurie, managing



WARDEN KING & SON (LIMITED).

The firm of Warden King & Son (Limited), is this year celebrating its jubilee. In 1852 the late Messrs. George Rogers and Warden King, the original members of the firm purchased the old Ste. Marie Foundry, formerly owned by the late Thomas Molson, where they carried on business until after the great fire which devastated the east end of the city. In 1855 Mr. King purchased the property on Craig street on which the foundry and offices now stand.

Messrs. Rogers and King were the first manufacturers in Canada of soil pipe, and were the first to introduce hot water heating into the homes of this country. They were also large manufacturers of greenhouse pipes, steam fittings, plumbers' supplies, cemetery and house railings, stable fittings and architectural work of all kinds, and did general jobbing. All these lines their successors have continued, besides taking up new lines. Perhaps the best known and most popular article they make to-day is the 'Daisy Boiler.' This splendid heater has had an enormous sale not only in all parts of Canada, but in the United States, the British Isles, Germany, Russia, Norway, Sweden, New Zealand and elsewhere.

After the death of Mr. Rogers in 1889 and Mr. King in 1895, the business was carried on under the firm name of Warden King & Son. Another change in the management was made in 1901, when a charter was obtained and the business was turned into a limited liability company with the following officers and directors:—Mr. James C. King, president; Mr. Rich. R. Mitchell, vice-president; Mr. Wm. Greig, secretary-treasurer and director; Mr. Thos. J. Best and Mr. Louis A. Payette, directors.

Branches have been established in Toronto, Ouebec, St. John, N. B.; Sydney,



'URING COMPANY (LIMITED.)

ses, immense quantities of tin plate, ck' plate, sheet copper, and other illar materials from which their goods made. The finished article finds ormous sales in all parts of Canada, ile a small but increasing portion of business goes to Australia and Zealand. The firm employs about w Zealand. ht hundred hands and has in use the st modern machinery and appliances own to the trade. Their output has own to the trade. Their output has reased in value 400 percent since 8. Branches have been established Toronto, Winnipeg, and Vancouver, I their products find large sales in all provinces of the Dominion. Their otations are always attractive to the ogressive classes in the retail trade. I their goods, which include popular es of American and German novelties among the most saleable articles rchants in this line of business can

AVERHILL, LEARMONT & COM-PANY.

n the year 1854 a modest looking re on the west side of the Customs use square was opened up with a ck of general hardware. Messrs. thern and Caverhill were the proetors. Business prospered, and, in tree of time, larger premises were ten in the Nuns' block, St. Paul Business continued to prosper; ger premises were required, and in 5, the Caverhill buildings, on ter street, were erected, and the firm upied six flats and the basement of . 89. The Caverhill block is one of : finest, in exterior finish, of the splendid commercial establishnts in Montreal. n 1884, Messrs. Frank Caverhill, nce deceased), Joseph B. Learmont, o. Caverhill and T. H. Newman med a partnership, under the style Caverhill, Learmont & Company, olesale hardware and metal merunts, and such has been the growth of company's business that it is no boast to say that to-day they are largest concern of the kind in Ca-In addition to their warehouse. ces and sample rooms, in St. Peter eet, they have an immense heavyre store house on Colborne street, vering a block and having the con-nience of the Lachine Canal on one e and a railway siding on another. me idea of the magnitude of the busiss done by this firm can be gathered m the fact that about two years ago by published an illustrated catalogue the use of their customers, which them \$10,000. They employ ninentravellers and a staff of about sixty rks. The stock of sporting goods, lery, builders' hardware, furnishings, chanics' tools and shelf-goods kept on nd by this firm is enough to bewilder beholder. An annual event greatly enjoyed by

travellers of this firm is the reunion, headquarters, at Christmas time, and drive and dinner to which the firm

at the knights of the road.

teous, president; Mr. Wm. Yuile, vicepresident; Mr. Walter Laurie, managing director; and Messrs. F. L. Wanklyn, C. W. Davis, John Laurie, treasurers; Mr. W. G. Ross and Mr. Wayland Williams, secretary.

JAS W. PYKE & CO.

The business of importing fine and heavy metals into Canada from Europe is one that dates back several decades, and may be classed among the earliest commercial enterprises established in this country. Such a business was established many years ago by the late Mr. Alfred Brown. He was succeeded by Mr. George Reaves, and in 1892 that firm's interests were acquired by Messrs. Jas. W. Pyke & Company. The original firm was established to represent the cast steel works of Herr Fried. Krupp, of Germany, in Canada. The business has, in late years, with the general progress of the country, expanded very considerably, and the firm is to-day one of the largest importers of structural and other heavy railway and contractors'

supplies in Canada.

Mr. Jas. W. Pyke, the head of the firm, also has large interests in the Phoenix Bridge and Iron Works of Montreal, the Shawinigan Carbide Company of Shawinigan Falls, Que., and other manufacturing concerns. The firm rave excellent facilities for doing business in the interest of railways, manufacturers and contractors. Their office is in the Merchants' Bank Build-

ing, Montreal.

CANADA MACHINERY AGENCY.

The office of the Canada Machinery Agency, Mr. W. H. Nolan, manager, is at 298 St. James street, near Victoria square. Mr. Nolan has been in the Machinery business for about twenty years. He handles general machinery, engines, boilers, leather and rubber belting, emery wheels, shafting, pumps, saw mill machinery, wood working machinery, iron working tools, etc.

ry, iron working tools, etc.

Mr. Nolan is the representative of a large number of important manufacturers, among which are the following: Smith & Mills, Cincinnati, for iron shapers; the Cincinnati Machine Company, for iron drilling machines; the Cincinnati Milling Company, for milling machines; the Bickford Drill & Tool Company, Cincinnati, builders of radial and multiple drills; the Whitlock Coil Pipe Company, of Hartford, Conn., for American Standard Feed Water Heaters; Jackson, Cochrane & Company, Berlin. Ont.; for wood-working machinery, and

many others.

But Mr. Nolan makes a special feature of the business of liquidating insolvent concerns and taking charge of bankrupt estates for banks and other creditors. He will take over an estate, a factory, mill or whatever it may be, and instead of allowing the machinery or other chattels to be sacrificed at auction he will dispose of them by private sale and realize a fair value on them. This he is enabled to do on account of his wide acquaintance with manufacturers, in all lines of business, and his great experience. His knowledge of machinery and his business abilities make his services valuable to both buy-

er and seller for whom he acts as inter-

mediary.

Louis A. Payette, directors.

Branches have been established in Toronto, Quebec, St. John, N. B.; Sydney, C. B.; Vancouver, B. C., Winnipeg, Man.; England, Germany and elsewhere, and in these latter countries a steadily increasing demand is observable.

BELGIAN SYNDICATE (Comptoir Belgo-Canadien).

What is commonly referred to in Canada as the 'Belgian Syndicate,' is a combination of Belgian manufacturers of steel, iron and structural material, giving particular attention to railway, bridge and canal material, and also superintending the construction of the same. Shipbuilding, mining apparatus and almost all classes of engineering and metal structural work are carried on extensively throughout the Dominion by the Syndicate, under the personal charge and direction of Mr. Clarence I. de Sola, who has the general management for Canada, with offices at 180 St. James street, Montreal.

Portions of the equipment of the Intercolonial Railway, the P.E.I Railway, the C.P.R. and the Grand Trunk Railway were furnished by the Syndicate. The Chaudiere bridge and the St. Charles Bridge, above Quebec, were constructed by them, besides numerous other contracts throughout the Dominion. Mr. de Sola has negotiated all contracts and superintended all work.

It is to the energy of Mr. de Sola that Canada owes the entire development of the Syndicate's business in this country, and few men would have had the versatility to carry the work to such a

marked success.

Mr. de Sola is also prominent in social affairs. He is president of the Zionists' societies of Canada, and a member of the Central Executive Committee governing the movement over the whole world; he has taken a prominent part in many Jewish movements, and is a strong and comprehensive writer on

these subjects.

The new Jewish Temple, on Stanley street, Montreal, was designed by Mr. de Sola; it is one of the most artistic and attractive places of worship on the

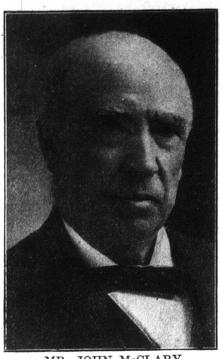
continent.

THE CANADA HORSE NAIL COMPANY.

There are about sixty thousand 25-lb. boxes of horse shoe nails manufactured in Canada every year. Of this amount the Canada Horse Nail Company manufacture about one half, employing nearly one hundred men at their works on Mill street, Montreal.

The business was founded at Sault au Recollet in 1865 by Mr. James Ferrier and Mr. W. M. Mooney. Mr Ferrier was president of the company for many years, and his position has not been filled since his death, which occurred but a few months ago. Mr. John Torrance is the vice-president of the company and Mr. William Smaill is the secretary-treasurer and general manager.

This company's product will be found in all parts of Canada from Halifax to Victoria, and quite large shipments have been made in recent years to New Zealand and South America. The company's principal importation consists of Swedish charcoal steel nail rods. The company's works and offices are at 129 Mill street, Montreal.



MR. JOHN McCLARY.

Mr. John McClary, of London, Ont., founder of the McClary Manufacturing Company, is a self-made man, and an excellent model for any ambitious young He was born seventy-three years ngo in Middlesex County, Ont., his father being a Scotchman and his mother's people being Pennsylvanians. In his youth he learned the trade of a tinsmith, and in 1848 commenced the business which was the nucleus of the large manufacturing concern which has since nade his name famous.

THE McCLARY MANUFACTURING COMPANY.

The McClary Manufacturing Company of London is one of the concerns that has achieved a world wide reputation for standard goods and a large output. The business was established in 1850 by Messrs. John and Oliver McClary in ondon, Ont. To-day it is a joint stock ompany with a branch and factory at Montreal and branches in Toronto, Vancouver, Ont., Winnipeg, Man., 3.C.; and St. John, N.B.

Representatives from the head office lso cover the whole of Canada. The president is Mr. John McClary, and he vice-president, Mr. W. M. Gartshore

of London.

The company manufacture stoves, anges, furnaces for coal or wood, gas nd oil stoves, refrigerators, and prac-ically all kinds of hardware. They ically all kinds of hardware. They imply over one thousand hands he year round. In addition to the ery extensive and rapidly increasing rade the company enjoy within the Doninion, their export trade is growing ery satisfactorily.

Their steel ranges and cook stoves re becoming more popular season. They are elegant in design, and great fuel savers, while their cooking qualities and durability have not been neglected. Their parlor heaters are

and of practical experience in the business he undertook to carry on. Success has attended the project from the first, and to-day the enterprise is one of the most prosperous and widely known of all the large manufacturing concerns in the Dominion. In 1885 the demand for this firm's goods in Quebec Province was such that it was thought advisable to open a branch warehouse in Montreal. Early in the following year Mr. J. H. Hanson was sent to Montreal to assume the management of the new branch, with offices at 422 St. Paul It is a compliment to Mr. Hanson's ability and integrity that he still fills that responsible position, and the Montreal branch has had an unbroken record of increasing business. A very successful branch has also been established in Winnipeg, Man., and this firm's stoves are growing year by year more popular with the dwellers in western cities and on western plains. The large foundry and offices of the company are at Brantford, Ont., where hun dreds of men are employed and the firm's varied products are manufactured.

MILLER BROS. & TOMS.

In 1869 Messrs. G. A. Miller and C. D Edwards established a general machin-ery and elevator building business in Inspector street, on the old Hay Market square, under the firm name of G. A. Miller & Company. When larger premises were required, the firm removed to the old St. George Church building in Notre Dame street, then called St. Joseph street, which they occupied until last spring, when they again moved to their present location at 88 Dalhousie street, where they occupy a very large building extending from Dalhousie street, through to Ann street. There have been several changes in the personnel of the firm as well as their location. About the year 1873 the style was changed to Miller Bros. & Mitchell, and further changes occurred in 1890, when the present firm name of Miller Bros. & Toms was adopted. The present part-ners are Messrs. G. A. Miller and C. H. Miller. They employ about one hundred hands and do work all over the country. Up to May last when they took their present premises, they did a large mill wright and elevator business as well as general machine work, and, in recent years, they have installed some of the largest elevator plants in Mont-real. This year they sold out their interests in the elevator business to the Canada Otis Elevator Company, which has been established as a branch of the Otis Elevator Company, of New York, and are now confining their operations almost altogether to general machine work, which includes the designing, building and repairing of all kinds of machinery.

FAUCHER & FILS.

The hardware business at present conducted by Mr. Olivier Faucher was established in 1849, by his late father, Mr. Olivier Faucher, sen., in the premises still occupied by the firm at the corner stylish in pattern and constructed on scientific principles. Their shelf goods In the year 1867 the present proprietor

all manufacturers of the world. Awards prizes and medals have followed exhibi tions of these products at all world's fairs and expositions, regardless of the extent and character of the competi

'Standard' baths, lavatories closets are marvels of beauty and de sign, and are the most sanitary made The durability of every piece is abso lutely guaranteed by the manufacturers and carry a guarantee label, withou which none are genuine.

The Standard Manufacturing Company's goods are on exhibition in al the leading plumbers' supply store throughout Canada, and are fast meet ing with the unconditional favour the enjoy in the United States as absolutely the best that can be purchased.

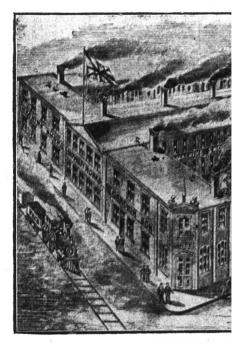
B. J. COGHLIN & CO.

This firm deal extensively in railway supplies of all kinds, and represen some of the largest manufacturers in Europe and the United States for stee rails, tires, wheels, axles, boiler tube and plates, and, in fact, everything in the steel, iron and metal line.

B. J. Coghlin & Co. are the proprietor of the Montreal Spring and Axle Work situated at Hochelaga, where they manu facture an infinite variety of railway carriage and wagon springs and axles.

Their offices and warehouse are located in the business centre of the city, a 432, 434 and 436 St. Paul street, and 10 and 12 St. Francois Xavier street where they keep a complete stock o bar iron and steel of all kinds, cotton waste, pig lead, tin, and zinc, and th celebrated 'Emu' brand of English galvanized iron, of which they have the exclusive sale for Canada.

This firm are also the sole agents in Montreal for the White Star Line from New York, whose steamers—the Celtic Oceanic, Cymric, Majestic, Teuton and Germanic-are generously patroniz ed by Canadian travelers.



ROBERT GA

scientific principles. Their shelt goods include full lines of galvanized ware, enamelled ware, tin ware, japanned

ware, copper ware, etc.

The enormous increase in the demand for the McClary Company's goods has made it necessary to greatly increase the capacity of their works, and the largest foundry in Canada is at present being erected in London.

WILLIAM CLENDINNENG & SON.

Mr. William Clendinneng, partner of the firm of Wm. Clendinneng and Son, stove founders, &c., has been in business in Montreal for the last fifty years. The business of which he is now the head was established by the late Mr. William Rodden about the year 1840. Mr Clendinneng started, like most successful business men have, as In 1864 he was taken an office boy. into partnership with Mr. Rodden. In 1868 Mr. Rodden retired, and Mr. Clendinneng purchased his interest in the business, which he carried on alone for many years. In due time his son, Mr. G D. Clendinneng, became a partner in the firm. They have two stores at 524 and 666 Craig street, and the works are at the corner of Vinet and Albert They have two stores at 524 streets.

The firm manufacture cook stoves and heaters of several styles, and make a specialty of home and hotel ranges. The 'Leader' and 'Universal' brands of home ranges—the 'Glen,' 'Windsor,' 'Champion' and 'National' cook stoves for coal or wood, and several other styles of parlor stoves have achieved wide popularity. This firm also manufacture gas stoves and ranges, farmers' boilers, cauldrons, camp ovens, sad iron and tailors' 'goose' heaters, kitchen utensils, soil pipe and fittings, stable fittings, plumbers' supplies, sinks, park seats, iron chairs, balustrades, railings, and innumerable other small articles of general They also do a large amount utility. of casting for large corporations, as railbuilders, and contractors, &c. Mr. William Clendinneng superintends the work at the foundry, where about 100 men are employed, while Mr. G. D. Clendinneng attends to the sales department and stores. They control or employ several valuable patents in connection with their manufactures, such as oscilating grates for coal stoves and automatic top-lifters for ranges. also employ the direct draft system in their best ranges.

THE WILLIAM BUCK STOVE CO. (LIMITED).

Canadian housewives know a good stove when they see it, or better, when they have it in their homes; and Canadian manufacturers have put years of study and experimentation into the production of the right kind of stoves to meet the demand. The William Buck Stove Company (Limited) of Brantford, Ont., is one of the firms that have achieved success in this line. It is a frequent remark that "Buck's stoves look well, wear well, and work well." The same comment applies to their ranges, heaters and furnaces.

The William Buck Stove Company (Limited) was incorporated in 1897, with Mr. Philip Buck as president and Mr. William Buck vice-president. The business was established in 1852 by the late Mr. Buck Mr. William Buck, senior.

in the year 1867 the present proprietor of the business was admitted into partnership with his father, and in 1891 he became proprietor of the agricultural implement works at present conducted under the name of J. B. Doré & Fils, at Laprairie. Mr. Elzear Doré is the manager of the works.

They manufacture threshing machines, hay presses, seeders, harrows, road machines, etc. As merchants they make a specialty of carriage hardware, but also sell bar iron, hardware sundries, paints, varnishes and coal. The firm import iron, steel, coal, carriage hardware, paints, etc., valued at about twenty-five thousand dollars per annum, and their yearly output reaches the considerable sum of \$300,000. The agricultural implements manufactured by this firm are sold in Ontario, Quebec, Nova Scotia and New Brunswick. The manufacturing business has increased 100 percent, in the last four years, and the store trade is also steadily growing. Mr. Faucher, in addition to successfully managing his large and diversified

interests, finds time to perform the duties of a director of the Societé Generale de Colonization; a member of the Chambre de Commerce and of the Administrative Board of the Notre Dame Hospital, and a director of the Accident and Guarantee Company.



"STANDARD"

Porcelain Enamelled Baths and Plumbing goods are the most sanitary made.

The Standard Manufacturing Company of Pittsburg, Pennsylvania, represented in Canada by Messrs. Thomas C. Collins & Sons, 301 St. James street, Montreal, have attained a reputation for their 'Standard' porcelain enamelled ware that has become literally world wide. They are the largest manufac-turers in this line on earth, and number among their recent customers the Dowager Empress of Russia, ordering the furnishing for a maternity hospital in St. Petersburg, which she is erecting out of her private purse. The bath tubs for Buckingham Palace, the home of King Edward, as well as those in the King of Italy's palace at Turin, have been ordered from the Standard Manuwas a man of unusual business ability | facturing Company in competition with |

Some fifty years ago Mr. Robe Gardner, sr., established the busine which has since become famous as o of the leading machinery works of the Dominion, and for several years pa has been conducted under the firm nar of Robert Gardner & Son, with Color Robert Gardner, son of the founder, sole proprietor. Their works face thr streets, Nazareth, Brennan and Da housie. Among the great variety

MR. JAMES PARKES.

Among the prominent manufacture agents located in Montreal is Mr. Jam S. Parkes, 446-448 St. Paul street, w has built up a most successful busine and a very desirable line of trade. T manufacturers represented by M Parkes are the best in their li within the Dominion, and, this fact, gether with the uniform reliability both the manufacturers and the ager has made his position strong in t Montreal field.

Mr. Parkes represents the Cana Screw Company, of Hamilton, manufaturers of wood screws, machine screw stove and tire bolts and copper a wood rivets. Mr. Cyrus A. Birge, prisident of this company is also preside of the Canadian Manufacturers' Assoc

Messrs. David Maxwell & Sons, of § Mary's Ont., manufacturers of churrlawn mowers, agricultural implemen garden and navvy barrows, and the Ja Stewart Manufacturing Company, Woodstock, Ont., manufacturers stoves and ranges are represented Montreal also by Mr. Parkes.

THE CANADA HARDWARE CO.

It is with considerable pleasure chronicle the progress made by this fing in the hardware trade of Montre in the hardware trade of Montre since its establishment, less than fo

Wholesale importations of shelf a heavy hardware is the chief line follo ed by the firm, and they have conne tions with the very best manufacture in the world.

The offices and salesrooms are locat at 10 De Bresoles and 137 Le Roy streets, and the warehouses at 45 Co mon street, Montreal.

The sample rooms of this company a a treat to the eye and well worth a vi to see, as they are said to be the fine within the Dominion of Canada.

L. J. A. SURVEYER.

A house which has grown into mu favor, and has, in every way, ke abreast with the progress of trade the hardware line in Montreal, is that Mr. L. J. A. Surveyer, located at 6 S. Lawrence street, near Craig street. Importations of staples and novelti

in the hardware line constitute much the business of this house. House fr nishings, builders' hardware, tools at cutlery are carried in complete and e tensive stocks.

The firm are also sole agents for t Gilray's patent folding curtain stretc ers and the Pullman liquid door sprin and checks.

Aggressive management and strict a herence to honorable dealing with co tomers has made a splendid name f Mr. Surveyer, in Canadian trade.

ence in the busiarry on. Success ct from the first, rise is one of the widely known of uring concerns in 5 the demand for Quebec Province thought advisable rehouse in Montollowing year Mr. it to Montreal to ent of the new at 422 St. Paul ment to Mr. Hanrity that he still position, and the had an unbroken business. A very also been estab-Man., and this ing year by year dwellers in wes-tern plains. The ices of the com-Ont., where hun nployed and the ts are manufac-

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TORONTO TYPE FOUNDRY COM-PANY (LIMITED.)

This business was established in Toronto, in 1887, by Mr. J. T. Johnston, and in 1892, it was converted into a joint stock company, when Mr. John J. Palmer became president, and Mr. Johnston, general manager. The Montreal warehouse was opened in February, 1897. In 1899 they purchased the plant of the Dominion Type Foundry, to which they have made extensive additions and improvements, and propose at an early date further increasing their manufacturing facilities. The company operate the only type foundry in the Dominion, and their productions are equal to any imported goods. Experienced workmen are employed and only the best metals are used, and their efforts to supply the Canadian printer with a first class article on short notice has met with a very generous support from the trade as their rapidly increasing business testifies.

ing business testifies.

They are selling agents for the leading manufactures in their line, such as the celebrated Miehle and Cottrell cylinder presses, Gally Universal presses, and the American Type Founders' Company. They are prepared to quote prices for machinery or supplies of any lind required by printers, lithographers, bookbinders or engravers.

Afull stock of both new and second-hand machinery, type, inks, etc., are carried in stock. This company also have warehouses at Winnipeg and Halifax, and employ 150 hands. The Montreal warehouse is at 787 to 791 Craig street. The business has so increased that their Toronto, Montreal and Winnipeg warehouses have been obliged to move to larger premises. The company also supply ready print, plate matter, electros, stereos, etc. Their roller casting plant is the most complete in Canada. Men of experience are in charge of each department, and give special attention to their particular branch.

For some years the themselves strictly including iron and from the raw mate and steel billets, to forms, as bars, he structural shapes, chain. Their specesheet metals, such iron, steel sheets, plates, 'terne plate kindred lines. For they have represer (Limited), of Bristing British makers sheet steel and galland when that firm a Canadian branch, A. C. Leslie & Co. Canadian managers

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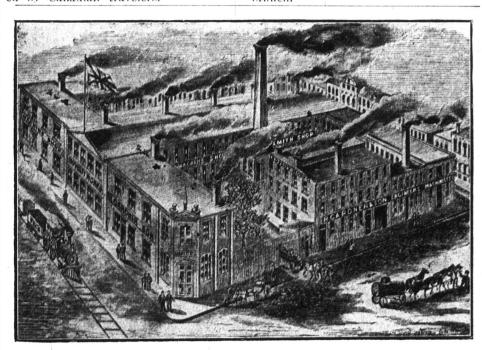
THE MASSE (LIM

Probably in the dian industries no more pronounced s sey-Harris Compan ments for farmers' factures include

haymaking and ha Ever since the fi manufactured in (Newcastle, Ont., b five years ago, the ness has been cor Theirs are the mos of the kind in the addition to their o onto and Brantford Harris Company h put of two other Verity Plow Con Brantford, Ont., a Company (Limite Ont., which altoget to 3,500 men. dian trade reached but the foreign bus nomenal growth. sey-Harris machine ain than of any o same applies to the Not how chear

Not how chear is their motto. this growing bus controlling extensive established; at Twince of Ontario; I vince of Quebec; toba and the N. John, N.B., for the London, England, Northern Africa; tralia and New Zebranches. In addiagencies in South Africa managed fro

The head office located at Toronto Mr. C. D. Massey Kerr Osborne, vice L. Melvin-Jones, g Mr. J. H. Housser, real office is in c Stanton as management of the sta



ROBERT GARDNER & SON.

St. Antoine streets. present proprietor admitted into parther, and in 1891 he of the agricultural present conducted J. B. Doré & Fils, Elzear Doré is the threshing maseeders, harrows, As merchants y of carriage hardbar iron, hardware arnishes and coal. on, steel, coal, carnts, etc., valued at nousand dollars per arly output reaches n of \$300,000. The ents manufactured in Ontario, Quebec, w Brunswick. The ness has increased ast four years, and so steadily growing.

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Baths and Plumbe most sanitary le.

anufacturing Comennsylvania, repreby Messrs. Thomas il St. James street, ained a reputation porcelain enamelcome literally world he largest manufacon earth, and numcent customers the of Russia, ordering maternity hospital hich she is erecting lirse. The bath tubs lace, the home of ell as those in the home at Turin, have he Standard Manun competition with

ROBERT GARDNER & SON.

Some fifty years ago Mr. Robert Gardner, sr., established the business which has since become famous as one of the leading machinery works of the Dominion, and for several years past has been conducted under the firm name of Robert Gardner & Son, with Colonel Robert Gardner, son of the founder, as sole proprietor. Their works face three streets, Nazareth, Brennan and Dalshousie. Among the great variety of

manufactures made by this firm are fine machinery and tools, mechanical ovens and all kinds of bakers' and confectioners' machinery, turning lathes, shafting, pulleys, and various articles of mill machinery, besides an endless variety of sundries. They employ a large staff of skilled workmen, and their goods go to all parts of the world. Messrs. Gardner & Son have supplied machinery to nearly all the governments of the world.

MR. JAMES PARKES.

Among the prominent manufacturers' agents located in Montreal is Mr. James S. Parkes, 446-448 St. Paul street, who has built up a most successful business and a very desirable line of trade. The manufacturers represented by Mr. Parkes are the best in their line within the Dominion, and, this fact, together with the uniform reliability of both the manufacturers and the agent, has made his position strong in the Montreal field.

Mr. Parkes represents the Canada Screw Company, of Hamilton, manufacturers of wood screws, machine screws, stove and tire bolts and copper and wood rivets. Mr. Cyrus A. Birge, president of this company is also president of the Canadian Manufacturers' Association.

Messrs. David Maxwell & Sons, of St. Mary's Ont., manufacturers of churns, lawn mowers, agricultural implements, garden and navvy barrows, and the Jas. Stewart Manufacturing Company, of Woodstock, Ont., manufacturers of stoves and ranges are represented in Montreal also by Mr. Parkes.

THE CANADA HARDWARE CO.

It is with considerable pleasure we chronicle the progress made by this firm in the hardware trade of Montreal, since its establishment, less than four years ago.

Wholesale importations of shelf and heavy hardware is the chief line followed by the firm, and they have connections with the very best manufacturers in the world.

The offices and salesrooms are located at 10 De Bresoles and 137 Le Royer streets, and the warehouses at 45 Common street, Montreal.

The sample rooms of this company are a treat to the eye and well worth a visit to see, as they are said to be the finest within the Dominion of Canada.

L. J. A. SURVEYER.

A house which has grown into much favor, and has, in every way, kept abreast with the progress of trade in the hardware line in Montreal, is that of Mr. L. J. A. Surveyer, located at 6 St. Lawrence street, near Craig street.

Importations of staples and novelties in the hardware line constitute much of the business of this house. House furnishings, builders' hardware, tools and cutlery are carried in complete and extensive stocks.

The firm are also sole agents for the Gilray's patent folding curtain stretchers and the Pullman liquid door springs

lace, the home of ell as those in the cat Turin, have he Standard Manun competition with Mr. Surveyer, in Canadian trade.

THE JACQUES CARTIER FOUNDRY.

The Jacques Cartier Foundry, situated at 340 Amherst street, was established eighteen years ago by Mr. O. Belanger, the present proprietor. The firm manufacture a large variety of stoves, including the 'Paris,' 'L'Avenir,' 'L'Aurore,' L'Echo and others, including cooking and heating stoves, tailors' stoves, etc. Besides stoves, Mr. Belanger manufactures patent doors for bakers' ovens; hot water coil fittings; soil pipe fittings; ventilators, radiators, cast iron sinks, stair brackets, railings, columns, stable furnishings, iron frames for school desks, lawn seats and chairs, chimney doors and caps, and weights for windows. He also makes parts of machinery and castings of all kinds, to order, from patterns owned by others. A large department of his business consists of buying, refitting and selling second hand stoves. Old stoves are often taken in part pay for new ones, and he has constantly on hand a good lot of renovated second hand stoves for sale. Mr. Belanger employs a large staff of men in the various departments of his business. The growth of the concern made it necessary, a short time ago, to enlarge the premises, and rebuild some parts in more convenient form. additions include a new store besides the large double one he has occupied for several years past, and also new workshops and storerooms, making a great improvement to the property.

A. C. LESLIE & CO.

The firm of A. C. Leslie & Co., whose offices are in the Merchants' Bank building, with warehouses on King street, Montreal, occupies a prominent place in the iron, steel and metal trade of the Dominion. It was founded in 1866 by the late Mr. Alexander C. Leslie, who secured the agency for several leading manufacturers of shelf and heavy hardware in Great Britain and elsewhere. Probably no member of the trade in Canada had a higher reputation for business knowledge and upright dealing than Mr. Leslie. Since his death in 1896, the business has been continued under the same firm name by his son, Mr. William S. Leslie, and Mr. Albert H. Campbell, formerly on the staff of Messrs. Frothingham & Workman. With the development of the country and the more active pushing of sales, their business has rapidly increased, and now instead of being practically confined to Ontario and Quebec, they distribute over the whole Dominion. They are doing a growing trade in special lines in the United States, and are represented by local agents in Halifax, Winnipeg and the Pacific coast cities.

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THE WILLIA

The Williams pany (Limited), 'New Williams' 'Empire' typewi ties, have their ers for Canada a in St. Henri, a threal. The comp in Duke street, firm having bee Mass., in 1858, b It was incorporat Kinghorn is the McLennan, vice W. Davis, manag Alex. Dubé, cash is the city manag 246 St. Lawrence annual output i about \$400,000, di provinces, in pro tion and about worth of machin to Europe, Asia, South America. and fifty hands Montreal factory agents are emplo-chines. The con chines. The contory at Plattsbu offices in Toronto satisfactory and ness. The nam known in the pro to-date offices thi and thousands co ability, simplicit goods they many The 'Empire tured by the W Company (Limit chine, having th visible writing, p has steel types, a though very simp action. Over siz typewriters have and over one the use in Montrea Hulse is the loc office and show cois Xavier street

THE EAG

The Eagle Fo Brush, proprietor by the late Mr. J the premises it s and Queen streets ness carried on the manufacture and power pumps boilers; hoists a saw mills, shingle winches, gears, pu power hammers, t shafting hangers chinery. The fa struction at this siderable change business since it Machinery and 1 manufacturing p greater demand quantities by this hands are employ the time.

ORONTO TYPE FOUNDRY COM-PANY (LIMITED.)

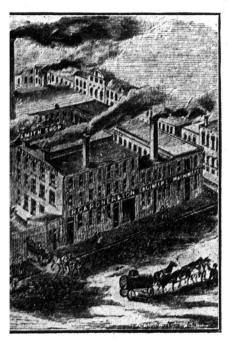
This business was established in Tonto, in 1887, by Mr. J. T. Johnston, d in 1892, it was converted into a int stock company, when Mr. John J. the stock company, when hir sound in the company, when hir sound in the company in the manager. The Montal warehouse was opened in Februsy, 1897. In 1899 they purchased the ant of the Dominion Type Foundry, which they have made extensive adwhich they have made extensive adtions and improvements, and propose an early date further increasing their anufacturing facilities. The company perate the only type foundry in the ominion, and their productions are ual to any imported goods. Expericed workmen are employed and only e best metals are used, and their efrts to supply the Canadian printer ith a first class article on short notice s met with a very generous support om the trade as their rapidly increas-

om the trade as their rapidly business testifies.

They are selling agents for the leading manufactures in their line, such as e celebrated Miehle and Cottrell eyder presses, Gally Universal presses, did the American Type Founders' Commy. They are prepared to quote fices for machinery or supplies of any nd required by printers, lithographers, pokbinders or engravers.

Asfull stock of both new and secondind machinery, type, inks, etc., are
rried in stock. This company also
we warehouses at Winnipeg and Halix, and employ 150 hands. The Montal warehouse is at 787 to 791 Craig
reet. The business has so increased
at their Toronto, Montreal and Winpeg warehouses have been obliged to
ove to larger premises. The cominy also supply ready print, plate
atter, electros, stereos, etc. Their
ller casting plant is the most complete

Canada. Men of experience are in arge of each department, and give ecial attention to their particular anch.



ER & SON.

For some years the firm have confined themselves strictly to 'heavy hardware,' including iron and steel in all forms, from the raw material, such as pig iron and steel billets, to the more finished forms, as bars, hoops, sheets, plates, structural shapes, wire, wire rope, and chain. Their specialty, however, is in sheet metals, such as galvanized sheet iron, steel sheets, 'tin plates,' 'Canada plates,' 'terne plates,' sheet zinc, and kindred lines. For over thirty years they have represented John Lysaght (Limited), of Bristol, England, the leading British makers of galvanized iron, sheet steel and galvanized wire netting, and when that firm decided to establish a Canadian branch, some six years ago, A. C. Leslie & Co. were appointed their Canadian managers.

Canadian managers.

While A. C. Leslie & Co. represent some American and German manufacturers, the great bulk of their trade is with British houses, and they find that the British manufacturer who is prepared to encourage business with Canada can fully hold his own.

THE MASSEY-HARRIS CO. (LIMITED).

Probably in the whole range of Canadian industries none has achieved a more pronounced success than the Massey-Harris Company with their implements for farmers' use. Their manufactures include seeding, cultivating, haymaking and harvesting machinery.

Ever since the first mowing machine manufactured in Canada was built at Newcastle, Ont., by Mr. Massey, fiftyfive years ago, the growth of this business has been constant and vigorous. Theirs are the most extensive factories of the kind in the British Empire. In addition to their own factories at Tor-onto and Brantford, Ont., the Massey-Harris Company, handle the entire output of two other large concerns-the Verity Plow Company (Limited) of Brantford, Ont., and the Bain Wagon Company (Limited) of Woodstock, Ont., which altogether give employment to 3,500 men. Not only has the Canadian trade reached immense proportions, but the foreign business has had a phenomenal growth. There are more Massey-Harris machines sold in Great Britain than of any other make, and the same applies to the Australian trade.

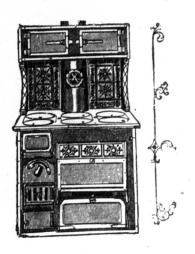
Not 'how cheap' but 'how good' is their motto. To take care of this growing business, branch offices

is their motto. To take care of this growing business, branch offices controlling extensive districts have been established; at Toronto for the Province of Ontario; Montreal for the Province of Quebec; Winnipeg for Manitoba and the N.W. Territories; St. John, N.B., for the Maritime Provinces; London, England, for Europe and Northern Africa; Melbourne for Australia and New Zealand, with four subbranches. In addition there are special agencies in South America and South Africa managed from the head office.

The head office of the company is located at Toronto. The officers are: Mr. C. D. Massey, president; Mr. J. Kerr Osborne, vice-president; the Hon. L. Melvin-Jones, general manager; and Mr. J. H. Housser, secretary. The Montreal office is in charge of Mr. J. H. Stanton as manager and Mr. W. G.

MR. GEO. R. PROWSE.

When a citizen of Montreal needs a refrigerator, a water cooler, a filter, or some special kind of kitchen utensil, the first person he will think of will most likely be Mr. Geo. R. Prowse. Mr. Prowse has a very attractive store at 224 St. James street, a prominent locality to be sure, and he believes in using printers' ink. So his business is prosperous and constantly increasing.



Mr. Prowse manufactures and sells steel ranges for hotel and family use; carving tables, plate heaters, refrigerators, water filters, ice cream freezers, mangles, broilers for coal, coke or charcoal fires, butchers' tools, griddles, meat cutters, potato slicers, automatic tea and coffee urns, and kitchen equipment of all descriptions. A large number of hands are employed and the quantity of goods the firm turns out is surprising. But 'quality' as well as quantity' is Mr. Prowse's motto, and every thing he makes or sells will be found to be reliable.

found to be reliable.

Mr. Prowse's white opal, glass lined and white steel, agate lined refrigerators are said to be the best in the market. They are made of hard wood with antique oak finish and brass trimmings. The walls are insulated with air cell asbestos, and the circulation is perfect. Lower priced, but excellent refrigerators made by Mr. Prowse are the 'Excelsior,' 'Glacier' and 'Leader.' The 'Prowse Dry Air' refrigerator is said to be a perfect piece of furniture.

perfect piece of furniture.

The 'Prowse' water filter with porcelain-lined cooler is most highly recommended. It is made in sizes from one to four gallons and is a splendid article.

The universal satisfaction which the 'Prowse' ranges have given in almost all the leading hotels and large institutions throughout Canada, and the fact that the demand for these ranges is constantly increasing, may be considered the best evidence of their value. The name 'Prowse' is the firm's trade mark, and carries with it a guarantee that the goods will give perfect satisfaction. Mr. Prowse is the inventor of an excellent heater for street cars, known as the 'Prowse Ventilating Car Heater,' now in general use in Montreal street cars.

HE JACQUES CARTIER FOUN-DRY.

ie Jacques Cartier Foundry, situatt 340 Amherst street, was establishighteen years ago by Mr. O. Belanthe present proprietor. The firm ufacture a large variety of stoves, iding the 'Paris,' 'L'Avenir,' 'L'Au-L'Echo and others, including cookand heating stoves, tailors' stoves, Besides stoves, Mr. Belanger manuires patent doors for bakers' is; hot water coil fittings; soil pipe ngs; ventilators, radiators, cast iron s, stair brackets, railings, columns, le furnishings, iron frames for ol desks, lawn seats and chairs, mey doors and caps, and weights windows. He also makes parts of hinery and castings of all kinds, to r, from patterns owned by others. of buying, refitting and selling sechand stoves. Old stoves are often n in part pay for new ones, and he constantly on hand a good lot of reited second hand stoves for sale. Belanger employs a large staff of in the various departments of his ness. The growth of the concern e it necessary, a short time ago, to rge the premises, and rebuild some s in more convenient form. tions include a new store besides large double one he has occupied for ral years past, and also new works and storerooms, making a great ovement to the property.

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real office is in charge of Mr. J. H. Stanton as manager and Mr. W. G. Hunt assistant manager, and is at 640 St. Paul street.

THE WILLIAMS MANUFACTURING COMPANY (LIMITED).

Williams Manufacturing Company (Limited), manufacturers of the 'New Williams' sewing machine, the Empire' typewriter and other specialties, have their factory and headquarters for Canada at 1789 St. James street, in St. Henri, a thriving suburb of Mont-The company became established in Duke street, Montreal, in 1864, the firm having been founded in Boston, Mass., in 1858, by Mr. C. W. Williams. It was incorporated in 1872. Mr. G. M. Kinghorn is the president; Mr. Bartlett McLennan, vice-president; Mr. Chas. W. Davis, managing director, and Mr. Alex. Dubé, cashier. Mr. Geo. Dawson is the city manager, and has his office at 246 St. Lawrence street, Montreal. Their annual output in Canada amounts to about \$400,000, distributed over all the provinces, in proportion to the popula-tion and about fifty thousand dollars' worth of machines are exported, going to Europe, Asia, Australia, Mexico and South America. About two hundred and fifty hands are employed in the Montreal factory and one thousand agents are employed in selling their ma-The company has a branch facchines. tory at Plattsburgh, N. Y., and retail offices in Toronto. They report a very satisfactory and steady increase in busi-The name of the firm is well known in the prosperous homes and upto-date offices throughout the Dominion, and thousands could testify to the durability, simplicity and utility of the goods they manufacture.

The 'Empire Typewriter,' manufactured by the Williams Manufacturing Company (Limited), is a standard machine, having the universal keyboard, visible writing, permanent alignment. It has steel types, and the construction, although very simple, is suitable for quick action. Over sixteen thousand of these typewriters have been made in Canada, and over one thousand of them are in use in Montreal alone. Mr. W. H. Hulse is the local sales manager, with office and show rooms at 61 St. Francois Xavier street, city.

THE EAGLE FOUNDRY.

The Eagle Foundry, Mr. George S. Brush, proprietor, was founded in 1818 by the late Mr. John D. Ward, C.E., on the premises it still occupies on King and Queen streets, Montreal. The business carried on by Mr. Brush includes the manufacture of steam engines, steam and power pumps, stationary and marine boilers; hoists and elevators; circular saw mills, shingle and bark mills, cranes, winches, gears, pulleys, castings, forgings, power hammers, the Blake stone breaker, shafting hangers and other kinds of machinery. The falling off of marine construction at this port has caused considerable change in the character of the business since it was first established. Machinery and boilers for mining and manufacturing purposes are to-day in greater demand and supplied in large quantities by this firm. As many as fifty hands are employed by this firm much of the time.

W. H. C. MUSSEN & CO.

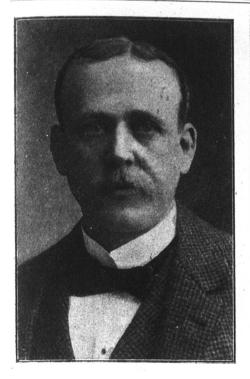
This company, located at 763 Craig street, Montreal, enjoys a most flattering trade in railway, mining and contractors' supplies, and has extended its business over the entire Dominion. They are the Canadian agents for W. B. Brown & Co., Liverpool, England, wire rope for hoisting, guys, elevators, cableways, etc.; the Bucyrus Company, steam shovels, wrecking cranes, and pile drivers; Walter Macleod & Co., contractors' and wrecking lights, 1,000 to 5,000 C.P., oil rivet forges, heaters, painting and whitewashing machines; Northern Engineering Works, electric travelling cranes, jib, pillar and hand power cranes, locomotive cranes; A. O. Norton, ball-bearing, cone-bearing and styles; Ottumwa Box Car Loader Company, box car loading machines; T. L. Smith, concrete mixers with and without power, 11 different sizes and styles; Steel Cable Engineering Company, conveying and elevating machinery, log hauls, etc., etc.

hauls, etc., etc.
Mr. W. H. C. Mussen, the head of
this firm occupies a leading place among

Montreal's business men.



One of the greatest money-saving inventions of the age is the Peterson Automatic Gas Governor, which is operated by the Citizens' Gas Control Co. (Limited) of Montreal. The company consists of Messrs F. C. Henshaw, president and general manager, and F. E. Nelson, vice-president, with Messrs J. T. Hagar, Fayette Brown, and Frank Peterson additional directors. Mr. La Dain is the local manager and Mr. J. A. Taylor the secretary-treasurer, with offices at 317 St. James street, Montreal. The company was established in 1894, and the number of gas governors installed in both public build, ings and private residences to regulate the gas pressure for both lighting and cooking purposes is now very large. This is not to be wondered at when, according to the testimonials of a great many prominent citizens, who are using the device, it is known that from 15 to 50 percent. in gas consumption can be saved by its use. Heavy gas bills are a common cause of complaint, but the consumer has to pay them just the same. The Peterson Automatic Gas Governor is designed to make those bills as small as possible, so that there will not be the constant suspicion that the gas meter is registering too fast and the frequent grumbling that the cost of lighting, heating and cooking is too lighting, heating and cooking is great. Thousands of these gas governors have been installed on stove and on light meters in many parts of the Dominion, and are giving splendid satisfaction. The management solicit an inspection of their device, or will send literature containing full information regarding this valuable contrivance on request.



MR. EDWARD CAVANAGH.

Of the E. Cavanagh Company, Hardware Merchants.

A GOOD EXAMPLE.

Young men are the force of the nation and they work up wonders too.

Twenty-one years ago Mr. Edward Cavanagh, then just out of his teens, started a modest hardware and paint store, which has developed into one of the best equipped establishments in the land.

Owing to his gentlemanly appearance, strength of character, knowledge of his business and desire to please his customers in each dealing, he has built up a remarkable trade, extending over the Dominion, where others had no confidence of such a bright future.

The firm now sell all kinds of supplies to the numerous factories through-

out the country.

The Edward Cavanagh Co., as the firm is now known, are located on the corner of Seigneurs and Notre Dame streets, Montreal, and their stock consists of shell and heavy hardware, builders', plumbers', painters', contractors' and mill supplies.

tors' and mill supplies.

They are Canadian headquarters for the Forster Wood Split Pulley, of which they carry a full line, and agents for anthracite coal, which has been a feature of their trade for many years back.

Their new 'Art' hardware sampleroom attracts many visitors, who consider it to be the most complete, modern and stylish in the country.

THE GURNEY-MASSEY COMPANY (LIMITED.)

About the year 1840 Messrs. E. and C.

an office in Ottawa, in order that their business from the offices at the large centres could be looked after personally by the resident partner at such times as cases demanded it. Mr. E. P. Fetherstonhaugh, a son of E. C. B. Fetherstonhaugh, of Montreal, is now resident partner in Ottawa, and any application requiring special attention is quite safe in his hands.

Messrs. Fetherstonhaugh & Co., are foreign members of the Institute of Patent Agents, London, England, and of the Patent Law Association, Washington, D.C., having an office at the latter place to facilitate the prosecution of the United States' applications. The foreign correspondents of Fetherstonhaugh & Company are all the best procurable. The reports on the validity of patents of this firm have been confirmed by leading patent experts both in Great Britain and the United States on many occasions, and many leading companies in Canada never purchase a patent without first obtaining their report.

THE ST. LAWRENCE WAGGON COMPANY.

The St. Lawrence Waggon Company, while continuing an old established business, is really a new firm, and, under experienced management and possessing a large and modern plant, they are prepared to do all kinds of waggon building and repair work most satisfactorily and on shortest notice. This firm commenced business last year in King street, but, finding the old premises unsuitable for the extensive operations which they contemplated undertaking, they secured a commodious property at No. 44 Grey Nun street, where they are now thoroughly established.

Here large two-story workshops have been erected for the accommodation of a large staff of both iron and wood workers, painters, etc., with offices in connection. They have also a mill and stock sheds on the premises, the whole occupying about fifteen thousand square feet. Every department has been placed in charge of a competent head and equipped with the most improved machinery, including a J. B. West Cold Tire Setter for which they have the sole right in Montreal. With this powerful appliance, they can set the four wheels of any carriage, whether light or heavy, in twenty minutes. This firm make steel coal carts and lorries under Hill's patents, and, recently, completed an order for thirty-two vehicles for one city firm, including both wheels and city firm, including both wheels runners. They keep constantly on hand runners. hubs, spokes, etc., and are prepared to quote prices on contracts for repairs or new work. The firm have ample capital for carrying on a very extensive business, and are looking forward to the development of a large industry. Mr. W. A. Harper has been appointed manager of the business.

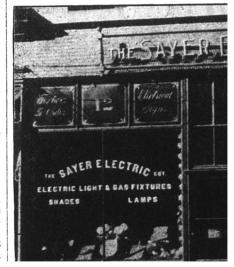
ROBERT REID MARBLE WORKS.

A most artistic line of sculpture and works in marble are to be seen at the Robert Reid Marble Works on St. Catherine street, corner of St. Alexander, Montreal. The date of establishment of this business goes back to 1821, when

ELECTRICAL DEVELOPMENT.

Perhaps in no country has the development and application of electrometry been more marked in all the departments in which it can be utilize than in Canada. It is to-day one of the greatest and most important factors all our industrial enterprises. Our usurpassed natural water power centresuch as Niagara Falls, Shawinigan Fall the Richelieu and St. Lawrence rive and a great many others in all parts the country, lend themselves to the production of electrical energy, and strong companies have been formed for the pupose of developing and transmitting electric power for use in connection with our manufacturing concerns. To manufacture of electrical machinery one of the great industries of this country, and Montreal has a good share this business. Electric motors, wire dynamos, and appliances, for all puposes, are made here, and give exployment to a large number of skill mechanics and profitable investme for many thousands of dollars.

The development of electric power, over the world, and the manufacture electrical machinery, has given new l to the copper mining industry. Cana has copper mines that are believed be among the best in the world. Lar quantities of the metal have been mine but it all has to go across to Michig or other United States points to be fined. After being treated it is broug back to Canada in rods, sheets, bars wire to be manufactured into the va ous articles for which it is used. El-tric companies import the copper, mo ly from Michigan refineries, in the for of heavy rods, which are here drawn the required size for its intended u The government blue books report the consumption of bare copper wi for January last, to be \$2,000 wor while, that of July last, was stated be \$21,000. These figures may rep sent irregular shipments, but the regu increase is very great and rapid. Cana is in urgent need of copper refineri and, according to recent informatic given in the daily press, these will provided before long. Insulating paralso comes from the United States. Ru ber is still used for this purpose th paper, being more impervious to wet a less affected by climatic changes.



About the year 1840 Messrs. E. and C. Gurney established, in the city of Hamilton, Ont., a business that has since become famous the world over. manufacture of stoves, ranges, furnaces, radiators, heaters, steam fittings, scales, etc., by this firm and its connections, has developped to enormous proportions. Out of the original business has grown the Gurney Foundry Company (Limited), the Gurney-Tilden Company, of Hamilton, the Gurney Scale Company, of Hamilton, the Gurney-Massey Company, of Montreal, the Gurney Stove & Range Company, of Winnipeg, the Gurney branch store at Vancouver, B.C., and the Gurney Heater Manufacturing Com-York and Chicago. A branches in New York and Chicago. A branch of the Gurney Foundry Company (Limited), has also been established in London, England.

In 1875 Messrs. E. and C. Gurney established a branch in Montreal, with oflices in St., James street. This enterprise grew to such an extent that in 1893 it was decided to turn the Montreal branch into an entirely separate concern, and it was accordingly incorporated un-der the name of the Gurney-Massey Company (Limited). The president is Mr. Edward Gurney; the vice-president is Mr. W. H. Carrick, and the managing director, Mr. R. J. Lockhart. The oftices and warerooms of this company are at 385-387 St. Paul street. Nothing is at 385-387 St. Paul street. Nothing is maunfactured by the Gurney-Massey (Company, but they sell the 'Oxford' stoves, ranges, furnaces, etc., made by the Gurney Foundry Company (Limited), of Toronto. The Gurney-Massey Company's selling territory includes Eastern Ontario, Quebec, Newfoundland and the Maritime provinces. They land and the Maritime provinces. They make a specialty of hotel, steel ranges and kitchen appliances, and have fitted up some of the largest hotels in Canada. They are also agents for the Gurney Scale Company of Hamilton, the Ringen Stove Company, etc.

FETHERSTONHAUGH & COMPANY, PATENT SOLICITORS AND EXPERTS.

The firm of Fetherstonhaugh & Company, patent solicitors and experts, was Toronto, by Mr. Fred. B. Fetherston-haugh. M.E., E.E., barrister-at-law, and from the outset they were entrusted with the business of large and influen-

tial manufacturing concerns.

The business of this firm has been confined entirely to the procuration of patents, registration of designs, trade marks and copyrights in Canada, the United States and all foreign countries, and the protection of the rights, when obtained, from infringement. Their obtained, from infringement. Their legal and mechanical experience is especially valuable to the firm in the prosecution of infringers of patents, though this is equally essential in the preparation of the original applications.

The office of this firm in the Canada

Life Building, Montreal, was also established some years ago. The rapid increase of business after opening the office soon rendered it necessary for a member of the firm to assume charge, consequently Mr. E. J. Fetherstonhaugh, an expert of many years' experience took charge and has since given his un-divided attention to the Montreal busi-

The far-reaching operations of this firm also made it necessary to establish venue of nearly \$2,000,000.

Montreal. The date of establishment of this business goes back to 1821, when Messrs. Sherman & Co. founded it. They were followed by Hyatt & Co., James Mavor, uncle of the present proprietor, and Robert Reid, who for a long time conducted the business under the firm name of James Mayor & Co.

Mr. Reid has caused this oldest marble and granite business in Montreal to achieve a continental reputation, and handiwork from this establishment can be seen in many cities throughout North America. The latest work of note to be unveiled by Mr. Reid is the Latimer Soldiers' Monument at Granby, Que., a monument which has received much praise from the press and public.

Mr. Reid is an extensive importer and manufacturer of every kind of marble and granite work, including encaustic tiling for hearths, fire-places, flòoring, etc. Mantelpicces in wood, marble, or slate, and estimates are promptly furnished on all classes and grades of

work in this line.

The business has always been conducted on a high plane, and its patrons are numbered among the wealthy and aristocratic of the land, who fully appreciate the value of Mr. Reid's ripe experience and knowledge and ability to produce characteristic designs and beautiful and artistic innovations in a line of work in which so much depends upon the creating mind.

THE BELL TELEPHONE COMPANY OF CANADA.

The telephone service of Montreal is one of which the city may justly feel proud, and those who have travelled are often heard to say that nowhere do they find one better. The head office they find one better. The head office of the Bell Telephone Company of Canada, which practically controls the telephone business of the Dominion, is situated in Montreal, and occupies one of the handsomest structures in the city, at the corner of Notre Dame and St. John streets. The main exchange, where about 5,000 wires centre, is in this building, with branch exchanges at the corner of St. Catherine and Mountain streets, the corner of St. Catherine and St. Christophe streets, and at Westmount, which, together, give service to nearly 11,000 subscribers. The wires are all metallic circuit, and in the greater part of the city, are underground, in very carefully constructed vitrified clay conduits.

The president, Mr. C. F. Sise, has been in charge of the company since its establishment in 1880, when it acquired all the telephone patents for Canada, then known, and he has been ably assisted during the whole of that period by Mr. C. P. Sclater, the secretary-treasurer, and Mr. L. B. McFarlane,

general superintendent.

The long distance lines of the company comprise 25,000 miles of wire on about 7,000 miles of poles, connecting with the cities, towns and villages of Canada, and by an exchange of business with the American Telephone & Telegraph Company, with that company's subscribers in Chicago, St. Louis, New York, Boston, and, in fact, all the large American cities.

The company has expended about \$8,000,000 on its plant, which is represented by \$6,000,000 of stock and \$2,000, 000 of bonds, and has a gross annual re-

THE SAYER

No. 12 and 14 Beaver Hall Hill, Cor Installation

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haugh & Co., are the Institute of on, England, and of sociation, Washing-office at the latter prosecution of the cations. The forof Fetherstonhaugh he best procurable. validity of patents een confirmed by ts both in Great ed States on many leading companies urchase a patent ig their report.

ENCE WAGGON ANY.

Waggon Company, old established busiirm, and, under exat and possessing a plant, they are pre-of waggon building st satisfactorily and This firm commencin King street, but, nises unsuitable for itions which they aking, they secured rty at No. 44 Grey they are now thor-

ry workshops have accommodation of h iron and wood tc., with offices in ave also a mill and oremises, the whole en thousand square ent has been placed mpetent head and most improved ma-J. B. West Cold 1 they have the sole With this powerful set the four wheels ther light or heavy,

This firm make lorries under Hill's tly, completed an o vehicles for one both wheels and constantly on hand soned lumber, hubs, prepared to quote for repairs or new ve ample capital for extensive business. rard to the develop-Mr. W. A. ustry. pointed manager of

[ARBLE WORKS.

ne of sculpture and e to be seen at the Works on St. Cathof St. Alexander, te of establishment back to 1821, when

ELECTRICAL DEVELOPMENT.

Perhaps in no country has the development and application of electric power been more marked in all the departments in which it can be utilized, than in Canada. It is to-day one of the greatest and most important factors in all our industrial enterprises. Our unsurpassed natural water power centres, such as Niagara Falls, Shawinigan Falls, the Richelieu and St. Lawrence rivers and a great many others in all parts of the country, lend themselves to the production of electrical energy, and strong companies have been formed for the purpose of developing and transmitting electric power for use in connection with our manufacturing concerns. The manufacture of electrical machinery is one of the great industries of this country, and Montreal has a good share of this business. Electric motors, wires, dynamos, and appliances, for all purposes, are made here, and give employment to a large number of skilled mechanics and profitable investment

for many thousands of dollars. The development of electric power, all over the world, and the manufacture of electrical machinery, has given new life to the copper mining industry. Canada has copper mines that are believed to be among the best in the world. Large quantities of the metal have been mined, but it all has to go across to Michigan or other United States points to be refined. After being treated it is brought back to Canada in rods, sheets, bars or wire to be manufactured into the various articles for which it is used. Electric companies import the copper, mostly from Michigan refineries, in the form of heavy rods, which are here drawn to the required size for its intended use. The government blue books reported the consumption of bare copper wire. for January last, to be \$2,000 worth, while, that of July last, was stated to These figures may reprebe \$21,000. sent irregular shipments, but the regular increase is very great and rapid. Canada is in urgent need of copper refineries, and, according to recent information, given in the daily press, these will be provided before long. Insulating paper also comes from the United States. Rubber is still used for this purpose than paper, being more impervious to wet and less affected by climatic changes.

THE LACHINE RAPIDS HYDRAU-LIC & LAND COMPANY (LIMITED.)

Few enterprises in Montreal have made such rapid and substantial progress within the last few years as the Lachine Rapids Hydraulic & Land Company (Limited). Incorporated in 1896 and commencing to serve the public in 1898 this company has forged ahead by leaps and bounds until to-day it is supplying a large proportion of the electric power and light used in Montreal.

This company recently closed a con-tract for the exclusive use of electric power transmitted from Shawinigan Falls to Montreal, and facilities for conducting a practically unlimited supply of electricity to the city will be com-pleted this fall, when all who require electrical power will be able to obtain it almost as cheaply as if their works were

situated near the power sites.

The company's own power house and properties are situated at Lachine. It is at present supplying over 100,000 lights to private residences and public offices in Montreal, among the latter being the C.P.R. and G.T.R. general of fices, the Windsor Hotel, the leading clubs, and the majority of the city banks and insurance offices. This company controls the Standard and the Citizens' Light & Power companies, and through the latter supplies street lighting to the towns of Westmount, St. Henri, St. Cunegonde, St. Louis and Verdun and also supplies the electric current to Lachine, which that town distributes through its own plant to its citizens.

The company's head offices are on Victoria square, corner of Craig street, Montreal. The officers of the company are Mr. G. B. Burland, president; Mr. Alex. Fraser, vice-president; Messrs. Peter Lyall, R. Wilson-Smith, Samuel Carsley, E. Kirk Greene, and W. McLea Walbank, directors, the latter being the managing director, and Mr. Robert Whyte is the secretary-treasurer. The wonderful increase of the com-The wonderful increase of the company's business and the able management of their affairs has enabled them already to pay seven percent. dividends on their stock.

MANUFACTURE

A thriving organization a great deal to do much more. of Canadian manu the Canadian Manu The head office of Toronto and Mr. Hamilton, is the p

The work of the many different claims is to preserv ket, as far as poss dustries. Another spirit of national dian people and t the advisability of in Canada.

Its ambition also

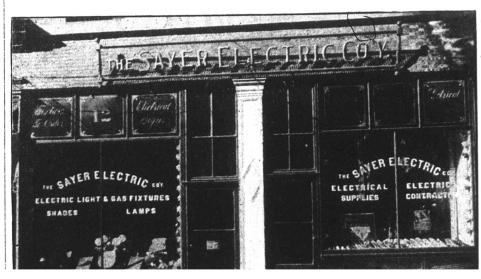
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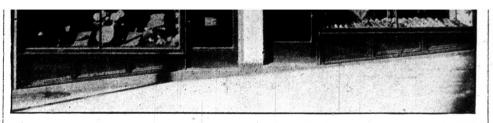
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The company also have one of the largest forces in the city constantly engaged installing private plants for arc and incandescent lighting, private telephone plants, and general electric illumination and repairs.

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The business was founded in 1861 by the late Mr. W. C. Munderloh, and is now conducted by Messrs. Henry Munderloh, Charles Byrd and Eugene Von Rappard. The firm have correspondents in all parts of the globe, and are consequently in a position to supply dealers in all lines with goods on the most advantageous terms. Having been in the shipping business for so long a period, this firm is able to quote exceptionally favorable freight rates.

THE EUGENE F. PHILLIPS ELECTRICAL WORKS (LIMITED).

The Eugene F. Phillips Electrical Works (Limited), situated at 184 Shearer street, Montreal, is one of the most important concerns of its kind in Canada. The firm was established and incorporated in 1889, and the following are the officers:—Messrs. F. N. Phillips, president; E A. Smith, vice-president; Geo. H. Olney, 2nd secretary-treasurer.

The entire plant is devoted to the manufacture of electrical wires, including feeder cables, trolley and electric light wires, telephone, incandescent and electric cordage. Among their specialties are slow-burning, weather-proof, rubber-covered wire, both solid and stranded; cables for both underground and aerial work, magnet wire for field and armature, German silver resistance wire, etc. One hundred men are employed by the firm, and their output finds a market in all the provinces of the Dominion. While the firm's general offices and Canadian factory are in Montreal, they have also a factory at Phillipsdale, R.I., with branch offices in New York and Chicago. The business has increased enormously within the last few years, doubling over and over in several succeeding years.

ACME CAN WORKS.

The Acme Can Works, occupying a modern factory building with the most improved facilities at the corner of Ontario street and Jeanne D'Arc avenue, is a most practical illustration of the growth of Canadian industries.

The company, which is now owned by Mr. James B. Campbell and Mr. William Pratt, gives employment to 160 hands, and turns out \$1,000 cans every

working day of eight hours.

They manufacture key-opening and other cans for meats, fish, fruit, vegetables, spices, etc., also paint irons, paint and color cans, round and square varnish and oil cans, lye tins, and no other house equals the Acme Can Works in the finish and workmanship of their goods or the close price quotations at which they are placed on the market. Canneries, manufacturers and the wholesale trade throughout the Dominion are supplied, and their orders given most careful attention.

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THE JAMES SMAI

The James Smart has been long estal ware, stove and fu its inception from poration as a limi 1881. Its plant is seen from accompany is operated continuo to years end, with o The number per into the hundreds, distributed in ever Dominion, and is a exported to Europ house furnishing ha and butts, pumps, s chines, cabinetmake mowers, carpet sw wringers are some the hardware depart SECTION.

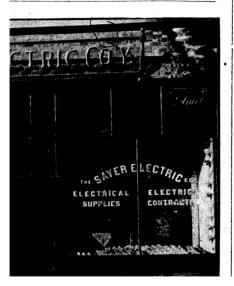
HE LACHINE RAPIDS HYDRAU. LIC & LAND COMPANY (LIMITED.) MANUFACTURERS' ASSOCIATION. A thriving organization which has

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A thriving organization which has done a great deal of late, and promises to do much more, for the advancement of Canadian manufacturing interests is the Canadian Manufacturers' Association. The head office of the Association is in Toronto and Mr. Cyrus A. Birge, of Hamilton, is the president.

The work of the Association runs in

many different channels. One of its aims is to preserve the Canadian mar-ket, as far as possible, for Canadian industries. Another object is to infuse a spirit of national pride into the Canadian people and to impress upon them the advisability of buying goods 'made in Canada.

Its ambition also is to encourage the extension of Canadian trade in outside markets. Much has been done to advertise Canadian products in foreign countries; to teach 'foreigners' the fact that Canada can export pianos, carpet and machinery as well as wheat, lumber, cheese and fish. Its efforts in this direction have proven very successful. Numerous correspondents have been appointed in foreign countries, and they are busily engaged talking 'Canada,' and supplying the Canadian merchants with information relative to the markets in which they are situated.

Agents coming to Canada to learn of its possibilities, in respect to exports, are taken in hand and put in touch with our manufacturers. our manufacturers. An information bureau has been established at the head office and through this thousands of trade enquiries pass every year. Exhibits of Canadian goods are placed in foreign exhibitions, and in a thousand and one ways, the Association is trying to enthuse 'export' enterprise into the minds of its members, and 'import' enterprise into the minds of foreigners.

The local branch has taken up some important matters affecting the interests of local manufacturers. Its voice was effectively heard against the ma-chinery tax. It is urging the appointment of a representative for the Province of Quebec in the London Trade Commissioners' office, to be established in London, England, and it is also assisting in the proposed establishment of proper technical facilities for Montreal's Its object is not so solutions as to do industrial classes. much to pass resolutions as to 'do things.' Twenty-eight of the leading manufacturers of the city are on its executive which is a guarantee that its movements are steady and sure.

THE MICA BOILER COVERING CO. (LIMITED.)

It was in 1895 that inventors discovered a successful process for utilizing the valuable properties of mica as a nonconductor of heat. This process is now controlled by the Mica Boiler Covering Company (Limited). Their mica covering has been on the Canadian market for six years, and is admitted to be the best covering on the market for steam pipes, boilers, engines, water heaters, &c. In order to meet the growing trade the Montreal factory was recently considerably enlarged, and even now the management find difficulty in supplying the demand. Mica covering is largely used on the plants of street railway companies, public works, woollen and cotton factories. gas works, pulp



HON. LOUIS J. FORGET

Senator from Montreal; president of the Montreal Street Railway Company; senior member of the firm of L. J. Forget & Company, financial agents and members of the Montreal Stock Exchange.

WINN & HOLLAND.

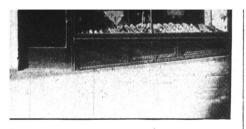
One of the oldest, best known and most successful business firms in Mont-real is that of Messrs. Winn & Holland, importers and manufacturers' agents, whose offices are situated at 49 St. Francois Xavier street, Montreal. firm was established so long ago as 1837, by the late Mr. Philip Holland, father of Mr. Philip H. Holland, the present sole proprietor of the business. The late Mr. J. H. Winn succeeded the founder of the business and formed a partnership with the present proprietor, the present firm name being adopted in

Possessing ample resources and the most valuable trade connections in Europe, the firm do a most extensive business throughout Canada, which brings them in touch with papermakers, cotton mills, woollen mills, soap works, pork packers, tanners, oil works, enamellers, paint works, baking powder manufac-turers, buttermakers, wholesale grocers and druggists, confectioners, telegraph and telephone companies, wholesale hardware merchants, miners, etc.; in fact with every leading business interest in the Dominion. They are ably represented in St. John, N.B.; Halifax, N.S.; Winnipeg, Man., and Vancouver, B.C., and in some lines do almost the entire trade of Canada.

Their importations consist principally Their importations consist principally of alkali, alum, bicarb soda, bleaching powder, borax, boracic acid, caustic soda, cod liver oil, glycerine, hyposulphite of soda, morphia, quinine, sal soda, tartaric acid, wire, wire rope, bottles, etc. They represent Brunner, Mond & Co. (Limited), Northwich, and have done so since 1883, and among other English and European connections are 'The Borax Consolidated,' (Limited,) London. Locke. Blackett & Co. (Limited) London, Locke, Blackett & Co. (Limited,) Newcastle-on-Tyne, D. & W. Gibbs (Limited), London, 'Imperial Quinine Company,' London, and many of the more important houses there and in Germany, France, Austria, Norway, etc.

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plying the demand. Mica covering is largely used on the plants of street railway companies, public works, woollen and cotton factories, gas works, pulp mills, electric light companies, cold storage companies, &c. This company covered the cylinders and steam pipes of H.M.S. 'Drake' and H.M.S. 'Victoria and Albert.' They are now covering the pipes of the battleship 'Lancaster,' and are completing a large order for the War Office at the Waltham Abbey Powder Mills and the Woolwich Arsenal. The London office recently secured the contract for covering the steam apparatus of H.M.S. 'Suffolk' and 'Berwick.'

Among the advantages of mica covering are its durability, lightness, easy application and removal, economy and non-conducting properties in respect to cold and heat. Mica mats are also made for certain purposes, which are elastic and flexible and cannot crack or shrink, though they readily expand and contract with the iron which they are used to cover. The product of this company was awarded the gold medal at the Pan-American Exposition and the grand prize and diploma at the Paris Exhibition of 1900. The company also deal in mica fire-proof cement, mica for stoves and electrical purposes and general engineers' supplies. Their head office is at 35 Queen Victoria street, London, E.C., and the Canadian office and factory is at 86-92 Ann street, Montreal. Mr. J. E. Hulett is the local manager.

WILSON, PATERSON & CO.

This firm has been established since 1866, and is well and favorably known throughout the Dominion. By means of their connections in New York, and at all the important points of production in the Southern States, they have maintained a leading position in the naval store trade, for the supply of spirits of turpentine, rosin, tar, etc. They make direct shipments from the South to any important point in Canada.

They have always in stock the various grades of oakum, and also pine pitch.

From their New York house they can fill orders promptly for all kinds of varnish makers' gums, China oil, etc. They make a specialty of linseed oil

They make a specialty of linseed oil and cotton seed oil, and are prepared to supply jobbers and large consumers.

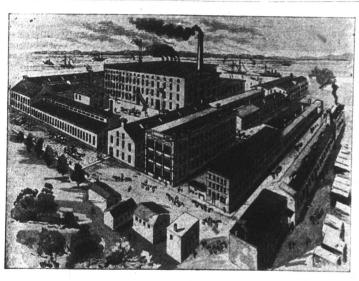
They have represented for many years the United Alkali Company, of England, for the sale of their chemicals, such as caustic soda, soda ash, sal soda, hyphosulphite of soda, chloride of calcium, salt cake, etc., etc.

They are prepared to make contracts covering yearly requirements of all kinds of heavy chemicals used in soap, paper and glass, as well as other kindred manufactures.

The firm represents the Lehigh Valley Coal Company for the sale, in this mar-

ket, of their anthracité coal.

They are also exporters of pearl ash and potash, and offer to manufacturers of these articles, the advantages of full market prices and quick returns on their consignments.



THE JAMES SMART MANUFACTURING CO., BROCKVILLE, ONTARIO.

The James Smart Manufacturing Co. has been long established in the hardware, stove and furnace trade, dating its inception from 1854, and its incorporation as a limited company from 1881. Its plant is extensive, as will be seen from accompanying illustration, and is operated continuously from year end to years end, with only a short interval annually for stocktaking and repairs. The number of people employed runs into the hundreds, and the product is distributed in every province of the Dominion, and is also to some extent exported to Europe. Builders' and house furnishing hardware, steel hinges and butts, pumps, sawing tools and machines, cabinetmakers' hardware, lawn mowers, carpet sweepers and clothes wringers are some of the specialties in Within a hardware denartment.

recent period a tool department has been added, turning out high grade cast steel hammers, sledges, hatchets and axes. In the stove and furnace department all the usual varieties of such goods are produced-cooking stoves and ranges, coal and wood heating stoves, warm air furnaces for coal and for wood, and registers for same. The company's leader in the heating line is the Kelsey Warm Air Generator, which was introduced to the public in 1896, and has had remarkable success. In construction it differs radically from all other warm air heaters, and accomplishes results previously considered unattainable by that method of heating. These not only include a distinct saving in fuel, but also a thorough distribution of heat to the remotest corners of the building heated, accompanied by adequate ventilation and purity of air.

son, treasurer and Mr. E. L. Kingsley, secretary. Their Montreal office is at 767 Craig street, and Mr. Robert Wall is

the local representative.

Fine, stylish, durable goods, made by expert mechanics, are bound to win their way to popular demand, and this is the secret of the success of the 'largest manufacturers of fine footwear in Canada.' The capacity of their factories is 4,000 pairs daily. The factories are situated at Toronto, Ont., and Levis,



MR. JNO. T. HAGAR, Proprietor of the J. & T. Bell Shoe Manufactory.

Ninety years ago the present great shoe manufacturing house of J. & T. Bell was founded by Alexander Bell, who, in 1845, was succeeded by Messrs. Joshua and Thomas Bell, at which date it took the present name. In 1881 Mr. John T. Hagar became the sole proprietor, retaining the well known name, and continuing

Not many years ago, most of our shoe leather and other fine leathers were imported and Canadian leather was largely exported, it being mostly of the coarser grades. Besides, the greater portion of our footwear was imported ready made. All this is rapidly changing. The quality of our domestic leather is now, in almost every class, equal to the imported article, and the large factories scattered all over this country now produce practically enough shoes to supply the demand. It is true that certain grades of leathers and leather goods are still imported, while, on the other hand, very large orders of boots are being shipped from Canada to England, Africa, Australia and other

lands, entering into very successful competition with the goods there manufactured. Up-to-date business methods, the most modern machinery, combined with first-class material and workmanship, all contribute to this satisfactory condition of affairs. satisfactory condition of affairs. It is estimated that about twelve million dollars' worth of leather is made in Canada each year. There are about eighty shoe factories in Canada, and fifty of these

are in Quebec province, some of the largest being in Montreal.

Montreal also has extensive works, for the manufacture of patent and carriage leathers, harness leathers, etc. The enormous increase in the demand for fine carriages, covered buggies and leather upholstered equipages, in recent years, has made this industry one of great and growing importance. The leagreat and growing importance. The lea-ther industries of this country give employment to many thousands of hands, and are giving capitalists good returns for their investments.

Montreal has long been the foremost

to manufacture the best and most stylish footwear in the Dominion of Canada, if not on the continent.

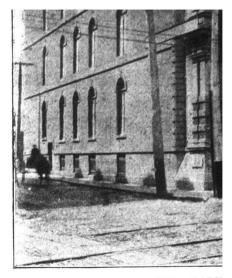
The great factory is located at 180 Inspector street, Montreal, and recent additions and improvements have made it as complete as modern machinery and appliances could do.

All grades of boots and shoes for men's, women's and children's wear are manu-



J.&T. BELL, FINE FOOTWEAR. MONTREAL.

JOHN T. HAGAR, PROPRIETOR



MR. JAMI

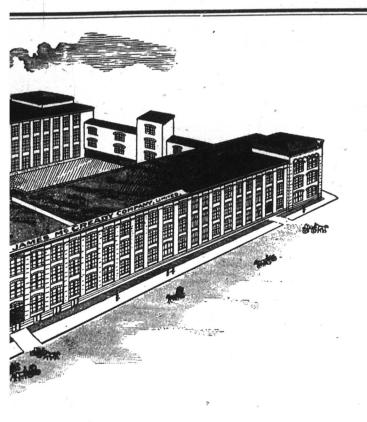
One of the successful business men Montreal, and one who furnishes an e ample of what can be done by judicio management combined with a thorough knowledge of his business, is Mr. Jam Robinson. In 1885 Mr. Robinson of cided to go into the boot and shoe bu ness as a jobber. He commenced opening an office in his own house. I creasing business necessitated his 1 moval to other and larger premises, ar in 1896 he secured the large wareroon show rooms and offices, he now occupi at 184 and 186 McGill street. The also proving inadequate, Mr. Robinso some months ago, leased addition storeroom. The growth of the busine is perhaps best illustrated by the follo ing figures:—In 1885 he did \$4,600 wor of business; in 1895, \$357,000; and 1901, \$862,000 worth.

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SHAW, CASSILS & COMPANY.

Two of the largest sole leather to neries in the British Empire are own by Messrs. Shaw, Cassils & Compar whose head offices are at 1798 and 18 whose head offices are at 1750 and the Notre Dame street, Montreal. One these tanneries is at Bracebridge, On and the other at Huntsville, Ont. The also have a tannery at Hawkshaw, no Fredericton, N.B. The oak and he lock sole leather manufactured by the street of the world over the street of th firm is celebrated the world over, th annual output amounting to ten milli



& COMPANY (LIMITED.)

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buttons, wire, maemploy about four
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Fullum streets, hav-170 feet on Mount a wing on each of tion this month.

the other streets, 230 feet long. There will be three stories besides the basement. The construction of this large factory will be on the most modern plan, ensuring safety and comfort to the operatives, and providing every convenience for the requirements of the business. The elevators, stairways and lavatories will be built in towers outside of the factory proper, and the building itself will be absolutely fire-proof. The company are also erecting club rooms and dining rooms for the use of the employees on their property in rear of the new factory. It is expected that the new premises will be ready for occupation this month.

WILLIAM DANGERFIELD.

In the year 1837 the late Mr. William Dangerfield established the boot and shoe manufacturing business which has ever since been conducted under his honored name with signal success. This firm have, from the commencement, made a specialty of hand made boots and shoes, and are the recognized leaders in this class of goods. Their establishment has been favored with the patronage of the most fashionable people in Canada and the United States. The firm have also had the distinguished honor of doing work for the royal representatives of the British Crown when they have visited Montreal, including His Majesty King Edward VII., who, as Prince of Wales, visited Canada in 1860. Of this fact the venerable founder of the enterprise was naturally very proud

naturally very proud.

The 'House of Dangerfield,' as it is sometimes called, has a wide reputation for the superiority of its fine shoes, and many customers of the firm residing in Europe or the United States, will wear no other make. The firm manufacture all sizes and styles of boots and shoes, dress slippers, riding and military boots, etc., in their factory, at 1671 Notre Dame street, where they occupy four extensive flats. Notwithstanding the general introduction of machinery into the shoe manufacturing industry, this firm still find it profitable to make high class hand sewn boots and shoes, and their total output is steadily increasing from year to year. They also carry a large and complete assortment of French and German felt slippers, buckskin 'overs,' cloth boots, overshoes and rubbers.

Since the death of the late Mr. Danger-field, in November last, the business has been taken over and managed by Mr. John Ryan and Mr. Patrick Donnelly. Both gentlemen were connected with the business from boyhood; the former having had charge of the manufacturing department for thirty-nine years, and the latter, the sales and financial department for twenty-two years. The name and interests of the firm are perfectly safe in

their care.



All grades of the little 'bootie laborers' 'brogue by James Linton Mr. James Linto This business, we premises at 37, square, was est street, between streets, by Messin 1860. Three hof their boots a out last year an stantly increasing percent per ann very latest and by the shoemakers' most skilled wor tained. Practicated except the

W. A. FLEM

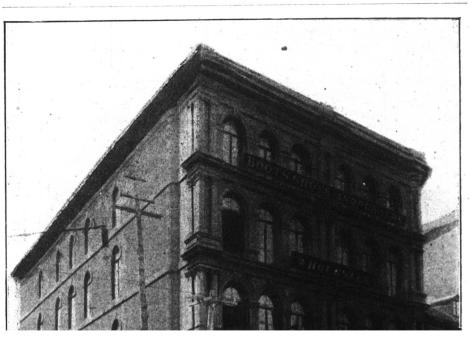
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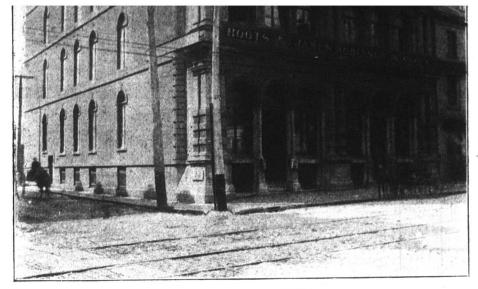
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MR. JAMES ROBINSON.

One of the successful business men of Montreal, and one who furnishes an example of what can be done by judicious management combined with a thorough knowledge of his business, is Mr. James Robinson. In 1885 Mr. Robinson decided to go into the boot and shoe business as a jobber. He commenced by opening an office in his own house. Increasing business necessitated his removal to other and larger premises, and in 1896 he secured the large warerooms, show rooms and offices, he now occupies at 184 and 186 McGill street. These also proving inadequate, Mr. Robinson, some months ago, leased additional storeroom. The growth of the business is perhaps best illustrated by the following figures :- In 1885 he did \$4,600 worth of business; in 1895, \$357,000; and in 1901, \$862,000 worth.

Mr. Robinson has devoted considerable attention to the rubber industry as well as to boots and shoes. Six years ago he organized the Maple Leaf Rubber Com-

pany, (Limited), which has a large factory at Port Dalhousie, Ont. He is president of the company. Mr. J. A. Mc-Laren, of Toronto, is the vice-president, and Mr. Walter Binmore, the secretary-treasurer. This factory turns out immense quantities of rubbers, but is unable to fill the demand. Mr. Robinson is also president of and a large shareholder in the Durham Rubber Company (Limited), of Bowmanville, Ont. Rubber belting, bicycle and carriage tires, fire and garden hose, packing, rubber soles and heels of the 'Durham' and 'Czar' brands, and rubber cement of excellent quality are here manufactured. This factory is also taxed to its utmost capacity to fill orders. Fifteen travellers represent Mr. Robinson's interests throughout the Dominion.

Mr. Robinson's imports of specialties in the fine shoe line, from England, Germany, France, Austria and the United States amount to \$50,000 per annum. Mr. Robinson is president of the Dominion Commercial Travellers' Association.

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SHAW, CASSILS & COMPANY.

Two of the largest sole leather tan neries in the British Empire are owned by Messrs. Shaw, Cassils & Company whose head offices are at 1798 and 1800 Notre Dame street, Montreal. One of these tanneries is at Bracebridge, Ont. and the other at Huntsville, Ont. They also have a tannery at Hawkshaw, near Fredericton, N.B. The oak and hem-Fredericton, N.B. The oak and hem-lock sole leather manufactured by this firm is celebrated the world over, their annual output amounting to ten million and the firm name was adopted. The mem-bers of the firm now are Mr. Brackley Shaw, Mr. C. T. Shaw, Mr. Henry B.

pounds, half of which is exported, principally to England. The balance is cipally to England. disposed of in Canada.

The company's export business is rapidly increasing, owing to the superior quality of their products. It has, in fact, doubled within the last five years, and is now equal to one-fourth of the total exportation of sole leather out of the United States.

Five hundred men are employed by this company in preparing this enorm ous quantity of goods for the market. The hides treated by Messrs. Shaw Cassils & Company come, principally, from South America, China, and the East Indies, as those procured from these countries make a leather of the most solid and durable nature. The capital invested in this business is \$1, turnover annual 500,000, and the amounts to two million dollars.

The business was established Messrs. F. Shaw & Bros., at Roxton Falls, Que., in 1859. They removed to Montreal in 1862, and in 1874, the late Mr. John Cassils was admitted as a partner in the firm when the present

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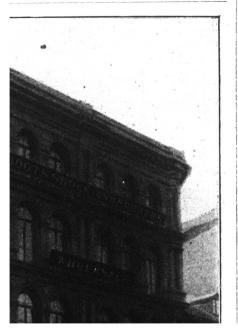


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JAMES LINTON & COMPANY.

All grades of boots and shoes, from ! the little 'booties' of the infant to the laborers' 'brogues,' are manufactured by James Linton & Company, of which Mr. James Linton is the sole partner. This business, which now occupies large premises at 37, 39 and 41 Victoria square, was established in St. Paul street, between St. Peter and McGill streets, by Messrs. Linton and Cooper in 1860. Three hundred the user of partners. in 1860. Three hundred thousand pairs of their boots and shoes were turned out last year and the business is constantly increasing at the rate of twenty percent per annum. They employ the very latest and best machines known to the shoemakers' trade and 300 of the most skilled workmen that can be obtained. Practically nothing is imported except the machinery for making

their goods, which they get mostly from the United States. Not only is this one of the largest and best known shoe firms in the Dominion, but it is the oldest shoe house in the Dominion under one continuous management and name. This was the first firm to undertake to export their goods to Newfoundland and England. They did a very fair trade with England twenty-five years ago, when their salesmen were looked upon with much curiosity in the old land, it being thought strange that a colonial house should have the presumption to try to sell to firms in the Mother Country. This firm at présent acts er Country. This firm at present acts as agents for the Gutta Percha Rubber Company of Toronto, maintaining a house for their goods at 357-359 St. James street. Millions use Linton's shoes all over Canada.

W. A. FLEMING & COMPANY.

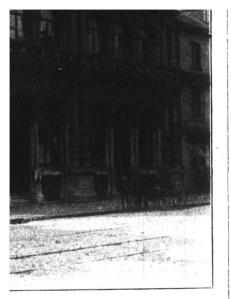
Fifteen years ago Mr. W. A. Fleming commenced business as a dealer in mill supplies by purchasing the Canadian agency of the F. Reddaway Belting and Hose Company of Manchester, England. Hose Company of Manchester, England. His place of business for several years was on St. Francois Xavier street Montreal. About three years ago these premises became too small, and more suitable warerooms and offices were taken at 771 Craig street, where the firm now occupy five large flats.

Five years ago the firm name of W. A. Fleming & Company was adopted, Mr. Fleming still remaining the sole

Mr. Fleming still remaining the sole proprietor. At the same time a branch was opened at St. John, N.B., where a full line of goods is carried for the

E. N. HENEY & CO.

The firm of E. Heney & Company was established in 1875 for the purpose of carrying on a wholesale business in carriage builders' and harnessmakers' supplies. With the growth and development of the business came the decision to go into the manufacture of carriages and harness. For this purpose a large factory was secured at 758-788 Notre Dame street. It is a substantial brick building of four stories, and a basement with a frontage of 225 and 65 feet in width, and 'L' wing 125 feet long, four stories high, and 40 feet deep. Besides this there is a two story warehouse, 150 feet by 75 feet, on the premises. The company's offices, show rooms, city warerooms and harness factory are at



BINSON.

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John Cassils was admitted as a tner in the firm when the present n name was adopted. The mems of the firm now are Mr. Brackley w, Mr. C. T. Shaw, Mr. Henry B. sils and Mrs. Agnes Cassils. The mem-

was opened at bt. oom, m.p., a full line of goods is carried for the convenience of the maritime trade. Dealing in the Reddaway Company's goods naturally led to the addition of other lines allied to the milling trade. firm are sole agents in Quebec and the maritime provinces for the Shallow Lake Pulley Company, owners of Reid's patent on bent-rim pulleys, and main-facturers of the same. They are agents for the Garfield Oil Company of Cleveland, Ohio; also for Lythite cold water paint and manufacturers of Zanzibar paint, which are in great demand for They both interior and exterior use. They also keep in stock a full line of linen Niagara spray hose racks, hose. nozzles, brass couplings, and other sundries that come under the category of fire protection supplies.

Reddaway's 'Camel' brand hair belt-

ing has a wide reputation as the best main drive belt manufactured. This firm also carry a large stock of balata, stitched cotton, rubber and leather belting, rubber hose packing and lace leather. The leather belting they handle is manufactured by the Canadian Oak Belting Company of Brockville, They employ five travelers, and their business has more than doubled within the last three years.

company's offices, show rooms, city warerooms and harness factory are at 333-335 St. Paul street. These premises consist of a large solid stone building of six stories running through St. Paul street to Le Royer street, the ground floor being occupied as offices and show rooms. These show rooms include two stores, and are filled with stylish carriage and harness outfits, saddlery, horse clothing, &c., &c. This year the firm will turn out several thousand buggies and more than a thousand cutters. Besides their large home trade they send large shipments of vehicles and leather goods to Great Britain, South Africa, and New Zealand. The total business done by this company is said to be the largest of its kind done by any firm in Canada. They employ six travellers, and do a large business by correspond-

Mr. E. N. Heney, who is at the head of the concern, is also connected with several other important enterprises. He is president of the West Kootnay Power and Light Company, the largest electric plant in British Columbia; vice-president of the Pillow and Hersey Manufacturing Company (Limited) of Montreal and a director of the Cuban Electric Railway Company of Havana.

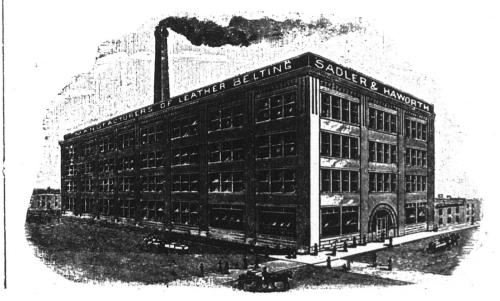
MESSRS. SADLER & HAWORTH.

The business of Messrs. Sadler & Haworth, of Montreal and Toronto, tanners and manufacturers of leather belting, was established in 1860, and the present senior partner, Mr. Geo. W. Sadler, became associated with it in 1874. The firm was long and favorably known as Robin & Sadler. Mr. Robin known as Robin & Sadler. Mr. Robin died in 1884, after which Mr. Sadler continued the business alone until 1895, when he joined forces with Mr. Geo. W. Haworth, of Toronto, and the name of the firm was changed to 'Sadler & Haworth.' The firm buy all their own hides, looking in every market of the world for the kind that will suit their business best. These hides are tanned at their tannery in the town of Stan-bridge East, about sixty miles from Montreal. The product of this firm is sold in every province of Canada, from coast to coast; they having agencies in Halifax, N.S.; Ottawa, Ont.; Winnipeg, Man.; and Vancouver, B.C.

Their business has increased enorm-

ously within the last five years, the present year being the best on record so far.

A short time ago Sadler & Haworth made, for the Ogilvie Milling Company, at Winnipeg, a leather belt, 72 inches wide, 115 feet long and three ply thick. This was the largest belt ever made or in use in Canada. Sadler & Haworth are in a position with their fine plant and facilities to turn out the largest belting upon short notice. They recent-ly fitted up with belting the works of the National Portland Cement Co., at Durham, Ont., a job that required the cutting up of nearly a thousand hides, while at the present time they are filling a contract for the American Cereal Co., Peterboro, Ont., which in money, amounts to the sum of \$10,000. Both these concerns are composed of capitalists from the United States, and their orders were solicited by the best belt makers from that country; they found it in their interest, however, to buy their belting from Sadler & Haworth.



BELLHOUSE, DILLON & COMPANY, IMPORTERS



The above engraving is from a photograph taken at the new Maisonneuve pier, recently built by the W. J. Poupore (They were made of North's 'Condor' brand Port large area, covered by 1,250 blocks of cement, each weighing fifteen tons. on & Company.

It was some time before 1850 that the cements. This led, about ten years ago, business at present conducted by Messrs to their taking up the business of laying Bellhouse, Dillon & Company was established by Mr. David Bellhouse. The business commenced with the importation of iron, steel and heavy chemicals from Great Britain. There have been several changes in the personnel of the The first change was to D. Bellhouse & Son; this again gave place to Bellhouse, Macpherson & Company, and in 1882 the present style of Bellhouse, Dillon & Company was adopted. With the latter change the decision was arrived at to discontinue the iron and steel department, and add to the chemi-cal business dye stuffs and Portland

asphalt pavements and sidewalks. They now own two extensive plants, one in Montreal and the other in Ottawa, and they are prepared to undertake con-tracts for high grade paving in any part of the Dominion. In cements they import English, German and Amerigrades; in chemicals they keep bleaching powders, caustic soda, blue vitriol, sulphate of alumina and innumerable other lines; in dye stuffs they carry a very extensive stock of logwood extracts and aniline. They are the sole agents in the United States and Canada for the West Indies Chemical Works

(Limited), of Spanishtown, Jamaica, th largest manufacturers of logwood e tracts in the world. This is the on firm whose works are situated on tl spot where the wood is grown. The are also agents for Kuthoff, Pic hardt & Co., aniline and aleyarine color indigo, etc.

The company have a branch in Ne York, which is conducted under the firm name of Dillon & Company. was established thirteen years ago. The Montreal house is managed by Mr. Lacy Dillon, and the New York hou by Mr. James St. George Dillon, wl are the partners and proprietors of tl This company's but united concern.

The Building Trade A City's Homes and Offices bear witness to its Prosperity or otherwise.

Naturally, the building trade is one of the oldest and most important lines of business in any town or city. Civilized people want houses to live in, and offices, warehouses and factories in which I to carry on their enterprises. The more prosperous business is, the larger and finer will be the homes and places of This is true of business of the people. individuals, firms and cities. judge very correctly, as a rule, whether prosperity or adversity obtains in a community by the style and comfort or convenience of their buildings and resi-Montreal is undoubtedly the richest, as well as the largest, city in Canada, and the fact is revealed in no better or plainer way than by the char-They are aracter of its buildings .. tistic; they are substantial; they are modern in all their appointments, and fortably furnished

HEGGIE & STEWART. General Contractors.

Prominent among the leading builders of the city is the above-named well known firm, and many of the leading manufacturing and residential premises bear testimony to their work.

The business was established in 1890 by the late Mr. John Heggie and Mr. John Stewart (who is now the sole partner), and the offices of the firm are at No. 170 Guy street.

To mention a few of the best known premises erected by this firm, reference must be made to the Gault Bros. & Company's warehouse, corner of William and Inspector streets, those of Skelton Bros., manufacturers of shirts and collars, on William street, and the Laing Packing and Provision Company, on Mill street, Point St. Charles.

One of the largest buildings now in course of construction in Montreal is that of James McCready and Company (Limited) in the new town of Delorimier, the contract for which is being executed by Messrs. Heggie & Stewart. The spacious and ornamental business premises now being erected on St. Catherine street, for Mr. R. J. Inglis, is another sample of the class of work being executed by this firm.

In no small measure does the city of Westmount owe its popularity as a residential neighborhood to the enterprise of Mr. Stewart, who has built some of the finest residences on Roslyn avenue and in the French Methodist Institut Greene avenue, Westmount; the offic of the Canada Engraving and Lith graphing Company, Messrs. Alex. Nelse & Company's fur store, Mr. William Pa terson's tailor shop, and many other pu lic offices and business establishments Montreal.

The power house and the convent St. Laurent, the barns of Mr. C. Campbell, at Dorval, and many oth examples of exterior covering, are givin entire satisfaction and may be inspecte at any time. Mr. Dagenais always caries a large stock of eave troughing ar conductor pipe for all kinds of buildin and residences.

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modern in all their appointments, and Not only has comfortably furnished. Montreal a mountain and river, an island and numerous city and suburban parks near by as cooling and refreshing breathing spots in the warm days of summer, but, thanks to the high attainments of the architects' and builders' professions, our citizens reside in homes that provide the utmost comfort in the coldest days of our glorious Canadian The newest and handsomest designs, the most attractive and durable material, whether in stone, brick or wood, combined with the most modern interior finish and ornamentation, are put into our homes and offices, and there is as great a difference between the construction and furnishing of our homes and those of our grand-parents, as in our ways of doing business compared with the methods of two generations ago. The building trade in Montreal is now in a prosperous condition. general prosperity all over the land is favorable to great advances in this line of business throughout the Dominion, and the fact of large manufacturing plants springing up in and about Montreal, bringing with them increased population, foretells a time of still greater activity at hand for the building trade.

THE J. CRADOCK SIMPSON REAL ESTATE AND AGENCY COMPANY.

Montreal is growing rapidly, and the indications are that the growth of the city during the next ten years will be as much as during the last twenty years.
Thirty years ago the assessed value

of real estate in Montreal was \$46,000,-000, and the population 107,225, while this year the assessed value is \$150,000,-000, and the population about 300,000. The suburban electric car service has helped to develop the neighboring municipalities, the statistics of which should fairly be counted in with Montreal.

The business of real estate is now a very large one, and chief amongst the firms engaged in that business is the J. Cradock Simpson Real Estate and Agency Company. This incorporated company, of which Mr. J. Cradock Simpson is president and managing director is the outcome of a real astate. director, is the outcome of a real estate, insurance and financial agency business, started by Mr. Simpson about twentyfour years ago, and which has been continued in all its branches, buying and selling real estate on commission, managing properties and estates, collecting rents, placing insurance, negotiating mortgage loans, &c., up to the present time.

The earliest record of the annual amount of the sales of real estate in Montreal dates from the commencement of the monthly publication of the Real Estate Record, the first number of which was issued in November, 1887. In July, 1888, there were 1,871 sales of real estate in Montreal, amounting to \$6,324,-376, while in the year 1901 there were 1,599 transfers, amounting to \$6,999,068. The mortgage loans in the former year amounted to \$3,460,772, and in 1901 to \$3,618,060.

The Real Estate Record is published monthly by The J. Cradock Simpson Real Estate and Agency Company, the monthly issue being over 2,000 copies.

other These buildings are distinguished by a class of work and style of construction which at once stamps them as comfortable and 'modern' residences in every sense of the word.

Particular reference must also be made to Victoria Hall and the Public Library in this new and flourishing town, which for superior workmanship in every detail, is unsurpassed in the Dominion, and which the contractors and citizens of Westmount may well be proud of.

PILKINGTON BROS. (LIMITED).

The great glass manufacturing firm of Pilkington Bros. (Limited), of St. Helen's Lancashire, a firm employing 10,000 hands and ranking as one of the largest in the world, maintains two important Canadian branches, one at Busby lane, Montreal, the other on Mercer street, Toronto, and control a goodly percentage of the polished plate and window glass trade throughout the Dominion. A strong feature of the large business

of this firm comes from the demand for their 'Patent Prismatic Rolled Glass,' which is built on a scientific principle to reflect the greatest number of light rays possible. With the use of this glass, darkened cellars, corners and passage ways are almost entirely obviated. value of property is much enhanced; it is a safeguard against fire arising from the use of artificial light, as well as the expense, inconvenience and dirt due to the same cause. It is economical, of good appearance, stronger than the ordinary glass, and can be applied by any glazier. As space and rents count for so much in our modern cities, no architect or landlord can afford to overlook the advan-tages of this new departure in perfect lighting.

Another improved material for building construction is their 'Wired Rolled Glass,' which has come into much general use during the past four years. Its advantages arise from its great strength and ability to withstand heat or pressure. The insurance companies allow a rebate in premiums on buildings where it is used. It may crack into a thousand pieces, yet still retain its form and imperviousness to heat and water. burglar proof as well, and as an accident preventer, when placed in sky lights it is

invaluable. Fully descriptive matter on all improved lighting conditions may be obtained by addressing this firm at either the Montreal or Toronto house.

J. BENJAMIN DAGENAIS.

Mr. J. Benjamin Dagenais is a contractor and builder. While extensively entor and builder. gaged in general building operations, Mr. Dagenais pays special attention to embossed steel ceilings and interior wall coverings of stamped metal. He has also executed many important contracts in exterior wall and roof coverings with stamped metal siding and shingles, corrugated steel, etc. Mr. Dagenais is agent for the best Canadian manufacturers of metal roofing, ceilings and sidings, and also represents the Penn Metal Ceiling & Roofing Company of Philadelphia, one of the largest manufacturers of these goods in the United States. Among the sam-ples of interior wall and ceiling work done by Mr. Dagenais and that have been greatly admired are churches at St. Lazare, Que., and Bathurst, N.B.; rooms

streets in the neighborhood. for the Canadian Drain Pipe Compan of St. Johns, Que. They also handle good English, German and Belgi brands of Portland cement, and are no introducing the 'Invincible' brand Canadian Portland cement, which is raidly taking the place of imported idly taking the place of important ments and giving excellent satisfaction. This firm have executed some lar

sewage and cement contracts. have supplied the City of Montreal wi large orders of sewage pipe, etc., a have also contracted for large quantiti of piping for Berlin, Ont., Winnipe Man., Toronto Junction, Ont., Trun and Halifax, N. S., Sydney, C. B. at other places. Among the cement co tracts filled by this firm may be me tioned the supplies for the Soulang and Laching canals, and works cover. and Lachine canals, and works carri out by the Dominion Iron & Steel Copany, the Nova Scotia Steel Companthe C. P. R., the Shawinigan Falls Pu Works, and many others.

Mr. JOHN MURPHY.

Mr. John Murphy, the well-know artistic painter and decorator, of 22 St. Catherine street, Montreal, commer ed business in this city in 1862, comi from Toronto, where he had received first-class business and profession training. Mr. Murphy carries a fline of artists' materials, and is a lar importer of high-class wall papers. F long experience as a house decorat and practical artist in water colors, et renders him capable of giving mo valuable advice and suggestions in gard to the use of paints and the choi of colors and decorations. Mr. Murp has decorated some of the finest ma sions and public buildings and office in Montreal. The constant increase his business is most satisfactory e dence that he has the confidence of t public, and that the quality of the wo he does is appreciated by lovers of a in the home. Mr. Murphy employs



JOHN WIGHTON. THE WIGHTON

Contractors and builders of the L Messrs. Henry Birks & Sons, Philli Carsley's store, the Colonial Printi building, the Royal Insurance build the H. Aller P. Miller Les Control dith, H. Allan, R. Millar, Jas. Gardn son; the Mining and Chemistry build to, the Young Women's Christian & field and many others of the largest years—7 St. Helen street, Montreal.

IOUSE, DILLON & COMPANY, IMPORTERS



new Maisonneuve pier, recently built by the W. J. Poupore Company (Limited), of Montreal. It shows a They were made of North's 'Condor' brand Portland cement, imported by Messrs. Bellhouse,

bout ten years ago, business of laying nd sidewalks. They isive plants, one in ther in Ottawa, and to undertake con-ide paving in any In cements German and Amerihemicals they keep caustic soda, blue alumina and innumin dye stuffs they ve stock of logwood They are the sole 1 States and Canada es Chemical Works

(Limited), of Spanishtown, Jamaica, the largest manufacturers of logwood extracts in the world. This is the only firm whose works are situated on the spot where the wood is grown. are also agents for Kuthoff, They Pickhardt & Co., aniline and aleyarine colors, indigo, etc.

The company have a branch in New York, which is conducted under the firm name of Dillon & Company. It was established thirteen years ago. The Montreal house is managed by Mr. R. Lacy Dillon, and the New York house by Mr. James St. George Dillon, who are the partners and proprietors of the This company's busiunited concern.

ness has increased fivefold in the last The annual turnover twelve years. now amounts to a million and a quarter of dollars, and their imports are equal, to one hundredth part of all the imports coming into Canada in a year.

Messrs. Bellhouse, Dillon & Company have supplied the cement for such large contracts as the new elevator in the Montreal harbor and the harbor improvements; the new pier at Maisonneuve, the Hillsboro' bridge at Charlottetown, P.E.I., the Quebec bridge, the pulp and paper mills at Brompton Falls and Spanish River, and many others. Their Montreal office is at No. 30 St. Francois Xavier street.

STEWART. ontractors.

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LAPRAIRIE PRI

At a period in t when more elabora erected, attention famous brick m company, and wh building of any si tects the contract fication is complete is not included.

It has stood th time, and fully jus ed for it. Frost it scale, and bu warmer by its use ter about this ar appearance and s To enumerate all this brick has be column, but atten the new Bank of Liverpool & Lond Company's Buildi Insurance Buildi street, in this city erection. The Lar being used by the way Company, Railway Company Refining Compa Company, J. C. and a great numl cerns, which fact

article. The works are Que., and employmen, and when v ing gentlemen are it is a guarantee way in which the are conducted: I dent; Mr. Peter Mr. F. Westbroand Mr. J. W. tor, whose office Institute Buildin Montreal.

MR. GEOI

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MR. JOSEPH BRUNET.

Among the business men and manufacturers of Montreal, few are more prominent or better known than Mr. Joseph Brunet, M. P. Many years ago Mr. Brunet commenced business as a builder and contracter. Thirty years ago he added to his other enterprises, that of brick making, which business he has successfully conducted ever since. This branch of the business has developed into one of the largest and most important industries in the Domi-The works which are situated at nion. the corner of Sherbrooke street and Delorimier avenue, have a capacity of 100,-000 bricks per day. One hundred men are employed here, and one kiln, recent-ly fired, contained 900,000 bricks. This is one of the largest kilns in this country. The output for the past season will aggregate 5,000,000 bricks. This is considered a small season's work, but the reason is that there was an over-Many production of brick last season. manufacturers are making no new bricks this year, and it is estimated that Mr. Brunet's make, this year, will equal that of all other manufacturers put together. He also makes ornamental brick, terra

JOHN WIGHTON.

JAMES MORISON.

THE WIGHTON & MORISON COMPANY.

Contractors and builders of the Liver pool and London and Globe Building; Messrs. Henry Birks & Sons, Phillip's square; the Redpath Library, the Messrs. Carsley's store, the Colonial Printing and Bleaching Works, the Greenshields Carsley's store, the Colonial Printing and Bleaching Works, the Greenshields building, the Royal Insurance building and residences of Messrs. V. H. Meredith, H. Allan, R. Millar, Jas. Gardner, H. Ames, F. Robertson, and Jos. Simpson; the Mining and Chemistry building, McGill University; the Bank of Toronto, the Young Women's Christian Association, the great cotton mills at Valleyfield and many others of the largest contracts given out in Canada in recent years—7 St. Helen street, Montreal.

the present mem business is more class joinery or sidences and offitry work. They of mahogany, wood and cherry mantels, staircase floors, panel ceili niture in residence fices and stores.

Among the conexecuted may be woodwork of 'Ra Museum, the Mc(building and paring and a large dences on Sher mond street, e building, the Mo ard Insurance bu the numerous la this firm and fin command admira

This firm does the quality of th ficient recommen before the public business they ca present time the dred hands. equipped with th chinery and their that experience ways aim to put workmanship into sult is their worl ing satisfaction.

Plasbester is a ing a new compos a commodity th uses. Plasbeste Mr. James Cun street, Montreal. ed' to represent of all the varied has been applied doubtful if any c practical utility

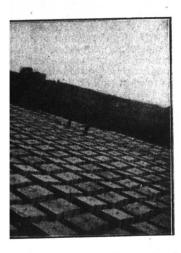
Plasbester ren house at once proof, and a wall a nonconductor Walls of this m vious to dampne. water through p not cause walls of plasbester to fall, but plasbes and practically u understands the the walls of their plasbester would them made of m the cost of the more than that kind of plaster.

Plasbester is 1 plaster, but it is plaster. Its and its cohesiv strong points, v dead walls in house building, s makes it indisper sidered.

One of the which adorned t during the recer Highnesses the Cornwall and Yo 'Plasbester'

John Boa

SECTION.



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cotta ware and furnishings for chimneys and open fire places. A few years ago one of Mr. Brunet's sons, Mr. J. W. R. Brunet, took over the building and contracting business, formerly carried on by Mr. Brunet, and continued it successfully until his death which occurred last year. Mr. Joseph Brunet was an alderman of the city of Montreal for twenty-six years. He was elected to the Quebec legislature in 1890, and to the federal parliament, as a Liberal, at the St. James bye-election in January of this year. He is a member of the Chambre de Commerce Francaise. His office is at No. 30 St. James street, Montreal.

LAPRAIRIE PRESSED BRICK COM-PANY.

At a period in the history of this city when more elaborate buildings are being erected, attention must be called to the famous brick manufactured by this company, and which is used in every building of any size by up-to-date architects the contractors; indeed, no specification is complete in which this brick is not included.

It has stood the test now for some time, and fully justifies all that is claimed for it. Frost and rain do not make it scale, and buildings are rendered warmer by its use. There is a character about this article that adds to the appearance and solidity of a building. To enumerate all the buildings in which this brick has been used would fill a column, but attention may be drawn to the new Bank of Montreal Annex, the Liverpool & London & Globe Insurance Company's Building and the Guardian Insurance Building, all on St. James street, in this city, and now in course of erection. The Laprairie shale bricks are being used by the Grand Trunk Railway Company, the Montreal Street Railway Company, the Canada Sugar Refining Company, Peck, Benny & Company, J. C. Wilson & Company, and a great number of our leading concerns, which fact speaks volumes for the article.

The works are situated at Laprairie, Que., and employ about one hundred men, and when we say that the following gentlemen are at the head of affairs, it is a guarantee of the business like way in which the affairs of the company are conducted: Mr. A. A. Ayer, president; Mr. Peter Lyall, vice-president; Mr. F. Westbrook, secretary-treasurer, and Mr. J. W. Tester, managing director, whose office is in the Mechanics' Institute Building, St. James street, Montreal.

MR. GEORGE ROBERTS.

The late Mr. George Roberts, carpenter and joiner, commenced business in Montreal, at 597 Lagauchetiere street, in 1856. Mr. Roberts was a good workman, a shrewd, far-seeing business man and a man of sterling integrity and nobility of character. On these qualities he founded his business.

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W. McNALLY & COMPANY.

The firm of William McNally & Company, importers and dealers in contractors' and builders' supplies, was established-in 1876 by Mr. William McNally, the present head of the firm, associated with his brother, Mr. George McNally, who has been continuously with the firm since its organization. This firm have occupied their own premises at 50-52 McGill street, at the corner of Wellington street, with yards adjacent, facing on McGill, Wellington, Grey Nun and Youville streets, for over twenty years. This area covers over forty thousand square feet of ground, besides which they are obliged to store large quantities of material in outside warehouses.

The principal lines carried by this company include Portland cements from Germany, Belgium, England and the United States; sewer pipes and connections of all sizes; chimney linings, fire brick, fire clay, plaster of Paris, hard wall plaster, contractors' derricks, navvy wheel-barrows, steel road scrapers, chimney tops, agricultural drainage tiles, and a number of other articles required by manufacturers and gasworks plants.

The territory covered by this company extends from the Atlantic to the Pacific, and they do considerable business with firms in the United States as well. They have several travelers on the road, employ a large number of hands, and from twenty to twenty-five teams constantly during the building season. A large proportion of the goods they handle are imported, several lines not being manufactured in Canada.



THE LATE MR. ROBT. FORSYTH, founder of

THE FORSYTH GRANITE AND MARBLE COMPANY (LIMITED.)

Interior decorations in marble and onyx, granolithic sidewalks, concrete, ceramic and marble mosaic, slate and tiles, Thousand Island and all other granites for monuments, buildings and paving blocks—in fact, anything in the stone and marble lines can be supplied by the Forsyth Granite and Marble Company whose offices are at 546 to 570 William street, Montreal. The company's works were established by the late Mr. Robert Forsyth, at the St. Gabriel locks, in 1864, and are still located there. The present officers of the company are Mr. P. K. Brown, president; Mr. John Duthie, vice-president and managing director: Mr. Samuel Finley

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the present members of the firm. Their business is more in the line of highclass joinery or interior finishing of residences and offices than rough carpentry work. They use immense quantities of mahogany, quartered oak, wood and cherry in the manufacture of mantels, staircases, dadoes, ornamental floors, panel ceilings and permanent furniture in residences, public buildings, offices and stores.

Among the contracts this firm have executed may be mentioned the interior woodwork of 'Ravenscrag,' the Redpath Museum, the McGill library, and physics building and part of the medical building and a large number of private residences on Sherbrooke street, Drummond street, etc. The Nordheimer building, the Molson's Bank, the Standard Insurance building, etc., are among the numerous large contracts taken by this firm and finished in a manner to command admiration.

This firm does very little advertising, the quality of their work being a sufficient recommendation to keep them before the public and bring them all the business they can attend to. At the present time they employ over one hundred hands. Their planing mill is equipped with the best, up-to-date machinery and their dry kilns are the best that experience can devise. They always aim to put the best material and workmanship into their jobs and the result is their work stands and gives lasting satisfaction.

PLASBESTER.

Plasbester is a new word, represent-ing a new composition, but, nevertheless a commodity that has many valuable Plasbester is manufactured by Mr. James Cunningham, of 360 Craig street, Montreal. The word was 'coin ed' to represent 'asbestos plaster,' and of all the varied uses to which asbestos has been applied of late years, it is doubtful if any can compare in point of

practical utility with plasbester.

Plasbester renders the walls of house at once fireproof and sou sound proof, and a wall of this material will be a nonconductor of both cold and heat Walls of this material are also impervious to dampness, and the overflow of water through plumbing accidents does not cause walls and ceilings constructed of plasbester to crack, scale, loosen and fall, but plasbester walls remain intact and practically unharmed. No one who understands the advantages of having the walls of their houses constructed of plasbester would ever consent to have them made of mere lime and sand when the cost of the better material is no more than that of the old fashioned kind of plaster.

Plasbester is not only the best wall plaster, but it is also the best asbestos Its indestructibility by fire and its cohesiveness are two of its strong points, while the demand for dead walls in the 'flat' system of house building, so much in vogue to-day, makes it indispensable if comfort is considered.

One of the most attractive arches which adorned the streets of Montreadduring the recent visit of Their Royal

Mr. John Duthie, vice-president and managing director; Mr. Samuel Finley and Miss J. Forsyth, directors.

This is the only firm in Montreal which saws out and finishes marble from the rough block. The important marble contracts executed by this company include the following:—The New York Life building, the Canada Life building, the Sun Life, in Montreal (part); the Sun Life, at Ottawa, Hamilton and Sherbrooke; the Bell Telephone ton and Sherbrooke; the Bell Telephone building, the London & Lancashire, the Royal Insurance Company's building, the Merchants' Bank building, the C. P. R. Telegraph building and the Grand Trunk Railway offices; while they now have in hand the Bank of Montreal and the Liverpool & London & Globe's new buildings. It was Mr. Forsyth who introduced granolithic pavements in Montreal, and sidewalks laid by him ten or fifteen years ago, are still in first class condition.

The best guarantee of the excellent character of the work turned out by this company is the fact that they have testimonials from some of the best architects in Canada and the United These are embodied in a neat illustrated pamphlet which can be had on application. The annual output of this company reaches the sum of \$50,000. They import ten thousand dollars' worth of marble, slate, granite, etc., per annum and give constant employment to sixty skilled mechanics. The business has increased 75 percent in the last four years. Ontario and Quebec provinces take all the material finished by this company.

JOHN WATSON & SON.

The architectural iron works of John Watson & Son, located at 63 and 65 Dalhousie street, Montreal, are fast gaining in popularity and good esteem with

the business and building public.

The principal products of these works are elevator enclosures and cars, iron stairs of every description, railings for offices and banks in brass and iron, prismatic lights of all kinds, fire escapes for asylums, hotels and factories, window guards, iron window sashes, columns and iron castings of all kinds, appliances for skylights, etc.

The business was established in 1891. Mr. John Watson, senior, was with H. R. Ives & Co. for twenty years, and was also superintendent of the Chanteloup Manufacturing Company and the Malleable Iron Works.

Mr. John Watson, junior, has had a general experience in Montreal, and with the best firms in New York.

Among the buildings that have been

fitted out by this firm, the following will afford examples of the class of ornamental and architectural iron work they turn out in Montreal:-The new extension of the C.P.R. Station, Board of Trade building, Coristine building on St. Paul street, Belleview apartments on Mansfield and St. Catherine streets, North British and Mercantile building on St. Francois Xavier street, Guardian Insurance building on St. James street, Trafalgar Institute on Simpson street, which adorned the streets of Montreal Training Interest of Simpson street, during the recent visit of Their Royal new Inglis building on St. Catherine Highnesses the Duke and Duchess of Cornwall and York, was constructed of Plasbester' on a framework of light hospital at Lindsay, Ont., and the Bell wood.

Lumber

Canada's far-famed forests are a valuable national asset.



Estimated area of Woodlands nearly a Billion Acres.

Timber

The farm, the forest and the mine are the three principal sources of wealth in this country, and it might be possible to prove that our forests are the most valuable of the three. The forest area of the Dominion, which has been estimated at about eight hundred millions of acres, represents assets in timber beyond even approximate computation. Millions of dollars' worth of lumber and timber, not to speak of firewood, have been taken out of our forests, and still there remains a practically unlimited supply. It is true that in the parts of the country longest settled the forest has had to make way for the wheat field. It is equally true that to-day large towns and cities occupy sites that were a comparatively short time ago farm lands; but still there is plenty of country around the cities, and so there is yet plenty of woods for ages to come. Owners of large timber limits tell us that the areas from which they are cutting mil-lions of feet of timber every year are not thinning appreciably, for, as they take out the larger trees, those of smaller growth take their places, and as they go over the ground and return after a few years, they find a new crop of wood fully equal in quantity and value to that previously taken away. Only those parts of the country which are needed for farming are kept bare, and even here a sufficient wooded area is left for domestic use, besides shade and ornamental The common use of coal for fuel in nearly all the towns and cities of Canada is another reason why our forests will continue for an indefinite, per-

haps rather interminable, period.

Montreal is the headquarters of a number of large lumber merchants and firms, some of whom deal principally in woods used in the building trade, and others who export large quantities to Europe, the United States and other

foreign parts.

Another branch of the timber trade, and one which has grown at a rapid rate during the past few years, is the pulp wood industry. The manufacture of pulp and paper, and the export of the same, now give employment to thousands of men, and represent millions of dollars in wages and revenue to our workmen and our capitalists. It is acknowledged that Canadian spruce has no equal for pulp manufacture, and our limitless forests are the envy of our com-

The head office is in Quebec, where Messrs. W. M. Dobell and L. L. Evans reside. A house in London, England, was established some twenty years ago under the name of Richard R. Dobell & Company. Mr. T. Stevenson is the resident partner there, and it is through that office that most of the European sales are made.

The firm have a branch office in Montreal under the management of Mr. N. Christensen, and in Ottawa, where Mr. R. N. Beckett resides. They have also an office in Three Rivers, Que.

The chief business is with the United

The chief business is with the United Kingdom, and the firm is represented by agents in all the principal districts throughout England, Scotland, Ireland and Wales. They also do an extensive trade on the Continent of Europe. For some years they have had the best share of the lumber trade of Canada with South Africa and Australia.

South Africa and Australia.

The late Mr. Dobell made every possible effort to promote business between Canada and the southern colonies, and was very successful in laying the foundations of what is likely to be a very extensive business in Canadian lumber.

More than one-third of the company's shipments is loaded at Montreal and the balance chiefly at Quebec, Three Rivers and Pierreville. The annual output of this firm is estimated at 200,000,000 feet.

THE TOURVILLE LUMBER MILLS COMPANY (LIMITED).

The Tourville Lumber Mills Company is a limited joint stock company, having its head offices in room 25 Imperial building, St. James street, Montreal, and its mills at Louiseville and Pierreville Mills, Que. The business was established in 1880 by the late Hon. Louis Tourville and Mr. Joel Leduc. In 1889 it became incorporated with a capital of \$250,000 and the Hon. Mr. Tourville, as president. Upon his death in 1896, Mr. R. Tourville became president of the company; Mr. N. Gill, vice-president; Mr. Ed. Ouellette, manager, and Mr. Arthur Tourville, secretary-treasurer.

Lumber, pulp wood and hemlock bark are the principal commodities which the firm deal in. They hold four hundred square miles of government timber limits on the north shore of the Riviere du Loup, and own 50,000 acres of timber land on the south shore. Pine, red pine, spruce and balsam are the principal woods found on the north shore, and pine, spruce, hemlock and birch are

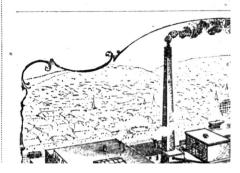
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Their spacious yards, containing a rai way siding, are situated on both side of the Lachine Canal, and afford the splendid facilities for handling the lumber, especially for exportation. The offices of T. Prefontaine & Conpany (Limited) are located at the coner of Napoleon and Tracy streets, St Cunegonde. They have a kiln and plaing mill in connection with their yard and make a specialty of birch an maple flooring, hollow back, end butte and bored. They carry a large assorment of white wood, oak, basswoopine spruce, hemlock, lath and shingle and, in fact, all grades and kinds a material in the lumber line are to be found in their stock.



of the world. The business of lumber exportation from this country is now about a century old, and it has had a continuous history of prosperity and expansion. The United States now takes about fifteen million dollars' worth of Canadian lumber annually, her own forests having become, at least in certain lines of timber, exhausted. In the early years of the timber export business, most of the shipments consisted of square timber. At the present time the demand is for sawn and dressed lumber, and in many lines it is found to be profitable both to the British buyer and the Canadian manufacturer, to have articles made here and sent across the ocean, either finished or in the rough, to be simply put together and polished and painted on the other side. saves the freight on chips, sawdust and other waste material, besides giving employment to our men and machines. Quebec province leads in the value of timber exported from Canada, Ontario Montreal and Quebec being the principal shipping points. But the principal shipping points. But the pulp industry, which has had a phe-nomenal growth during the last ten or farcen years, bids fair coon to take first place in importance and value among our forest products.

In the lumber business, as in every other industry, time, experience, machinery and competition have caused new methods to be adopted in the conduct of affairs in recent years. Less than two generations ago the common axe and broad axe were almost the only tools used in the forest. Then the cross-cut saw and the adze were introduced for squaring the timber. Next, the trees were cut down, and floated in rafts to the big mills in or near large cities which were built on rivers or canals. In the first case, there was a great loss of good wood in chips. In the second case, much that was inferior in quality came to the mills, and was disposed of unprofitably. At present the trees are cut down and squared at the mills on the limits. What is taken off in this process is cut into useful sizes and sorted, and the refuse used for firewood. The good dimension timber is floated on the streams and rivers, for example, from the limits to Ottawa, and thence to various points, as Montreal, by the Upper Ottawa Improvement Company. This organization is a mutual association of lumbermen, and each proprietor or dealer is charged up with the bare cost of such transportation, which amounts to a mere trifle, on the value of the lumber or timber floated down.

DOBELL, BECKETT & COMPANY.

The firm of Dobell, Beckett & Company was established in Quebec, about forty years ago, by the late Hon. Richard R. Dobell, under the style of R. R. Dobell & Company, and has since been doing a very large export business in timber and lumber of all descriptions. For a number of years past they have been the largest shippers from St. Lawrence ports to foreign ports. The present partners are Messrs. W. M. Dobell, L. Evans, Thos. Stevenson and R. M. Beekett.

The company have their own wharfage accommodation at Louiseville, on the north-shore, and Pierreville Mills, on the south, as well as their own steamers and barges for conveying the timber from the wharf to the ocean liners, which load at the Pierreville anchorage. Their annual output of lumber is estimated at twenty-five to thirty million feet, of which about sixty percent is exported to England.

The greater part of their output is contracted for and shipped by Messrs. Dobell, Beckett & Co. with whom they

The greater part of their output is contracted for and shipped by Messrs. Dobell, Beckett & Co., with whom they have been doing business for the last fifteen years. Their business with England amounts to about \$150,000 per annum. They employ over eight hundred men, mostly French Canadians, and at the mills about four hundred and fifty. Their Louiseville mill has a daily capacity of two hundred thousand feet, day of ten hours, and is one of the most modern in its construction. The Pierreville mill was built in 1865. The company last winter added a steam feed circular saw, and worked night and day all summer. The mill is lighted by electricity.

WM. HOOD & SON.

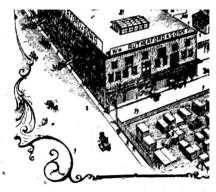
The firm of Wm. Hood & Son was formed nearly twenty years ago, when the late Mr. Wm. Hood admitted his son, Mr. R. George Hood, into the business. Since Mr. Wm. Hood's accidental death in 1901 in the firm's New Brunswick quarries, the business has been conducted by Mr. R. George Hood under the old firm name.

In the early years carpentry and joinery was their chief work. Many of the C.P.R. stations and structures were built by them. Bridge building has always been an important feature of their business, and their work in this line may be found in all parts of the country.

In recent years their work has drifted more into the line of general contracting, as, for example, the main offices and general store building at Grand Mere for the Laurentide Pulp Co., their contract including all branches of the work.

In the construction of Henry Morgan & Co.'s Colonial House the necessity for a rapid pile driving plant forced them to introduce what is known as the steam hammer pile driver. Since then they have made pile driving a specialty, and have carried out some large pile-driving contracts throughout the Dominion—among them the Montreal High School, French Normal School, Deaf and Dumb Institute, Church of St. Louis de France, Shawinigan Falls Power Co., a large elevator at Fort William and other important contracts.

At Indiantown, N.B., the firm has an extensive sandstone quarry, from which they are shipping a building stone of light, buff, olive shade, easily dressed, and very durable in our climate, and which retains its fresh and clean appearance to a marked degree. They also manufacture pulp grinding stones, which have been found equal, and in many cases superior, to the imported article. The magnitude of the pulp business renders this an important industry, and opens the way for the development of the great pulp and paper interests of the Dominion.



THE WILLIAM RUTHERFO

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Their spacious yards, containing a railway siding, are situated on both sides of the Lachine Canal, and afford them splendid facilities for handling their lumber, especially for exportation. The offices of T. Prefontaine & Company (Limited) are located at the corner of Napoleon and Tracy streets, Ste. Cunegonde. They have a kiln and planting their productions of the street of the corner of Napoleon and Tracy streets, Ste. ing mill in connection with their yards, and make a specialty of birch and maple flooring, hollow back, end butted and bored. They carry a large assortment of white wood, oak, basswood, pine spruce, hemlock, lath and shingles, and, in fact, all grades and kinds of material in the lumber line are to be found in their stock.

WILLIAMSON & MORRISON.

In 1899 Messrs. William Williamson and Duncan Morrison formed a partnership for the purpose of carrying on a whole-sale lumber and timber business. Both partners had been engaged in the lum-ber business for a number of years and had acquired a thorough knowledge of the conditions and requirements of the the conditions and requirements of the trade as well as a wide acquaintance and valuable connection with mill owners and foreign buyers. The amalgamation of their interests made them a strong firm and their annual shipments amount to many thousands of dollars. amount to many thousands of dollars.

They hold very extensive timber limits and own large areas of patented lands in the Upper Ottawa and Rouge River districts. They have mills at L'Orignal, Ont., and St. Jovite, Que. They also buy extensively from other mills. Mr. Williamson is the president and Mr. Morrison the vice-president of the Lau-Morrison, the vice-president of the Laurentian Lumber Company, with mills on the Montfort & Gatineau Colonization Railway, which was recently acquired by the Great Northern Railway Company. Messrs. Williamson & Morrison handle the entire output of these mills, consisting of dimension timber, rough and dressed lumber, lath, shingles, and hard wood flooring, the latter being a specialty with this company. The firm export large quantities of lumber to the United States, and also sell large consignments to Messrs. Dobell, Beckett & Company, for the foreign trade. Messrs. Williamson & Morrison have their offices at present at No. 30 St. John street, but have taken offices in the new Board of Trade Building, which they will occupy when that structure is completed. Mr. Mor-rison lives at Vankleek Hill, Ont., while Mr. Williamson lives in Montreal in the winter, and has his summer residence at Point Fortune on the Ottawa River.

E. J. MAXWELL & CO.

The lumber business conducted under the firm name of E. J. Maxwell & Company was established by Mr. E. J. Maxwell in 1863 at No. 725 Craig street, Montreal, the premises still occupied by him. Mr. Maxwell makes a specialty of fine imported hard woods for veneers. interior house and office furnishings, furniture, organs, pianos, patterns, and all cabinet makers' purposes. These all cabinet makers' purposes. woods include mahogany, English oak, walnut, mountain ash, magnolia, African, Circassian and other foreign specimens. A car of these kinds of wood will cost from \$500 or \$1,000 upwards, and while Mr. Movell's yards are not and, while Mr. Maxwell's yards are not the largest in or around Montreal, he has one of the most valuable stocks and does business with the best class of cus-

tomers in Montres this year has been to the good times tracts for the ere dences in the vicin metropolis. Mr. no contracting o himself to the re-sionally a car orde Mr. Maxwell's fat builder and cab Maxwell has the ough knowledge o of all kinds, which the quality of the and give his cust for their money. of the lumber busi ers had to get en the period of navi ance of the year by sailing vessel, a six months for an ber to be delivered times 'corners' days, and such a relieved until nay and fresh supplie days of rapid oce portation most or a few days' notic

E. F. DARTNEI ERS'

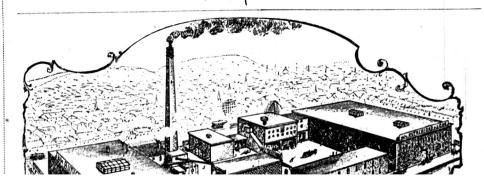
Mr. E. F. Dartr street, does a ve with the building large number of i dities, useful or ne He commenced b address in 1893. supplies for which dian, American, sandstones; Bedfe stones, pressed bi cotta, wire and ex etc.

Mr. Dartnell 1 Canada, the Graft Grafton and Elyr tensive producers sandstone. He i Perry-Matthews-B pany, producers 'P. M. & B.' Be stone. He is sole 'Portable Gravity the 'Rotary Hander,' a mixer specia work, where but required, and for Measurer and Fe supplying stone, s in absolutely corr crete mixing mac the 'Toronto Pr Cotta Works,' of Crown Pressed Ormstown, Que., and common buil represents the 'ling Paint Comp whose paint is no where protection ed, on ironwork, floors, sheet iron of steel and wood in refrigerator pla Mr. Dartnell i

agent for the Car pany, of New Y

box strappings, b

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In the year 1852 Mr. William Rutherford came to Canada from Jedburgh, Roxburghshire, Scotland. In about six years he was in business for himself as a contractor, and in 1865 commenced the lumber business. From that time to the present the business has prospered and developed until to-day, under the firm name of William Rutherford & Sons Company, it is one of the largest concerns of its kind in Montreal. Mr. Rutherford's four sons are associated with him in the business. Mr. Thos. J. Rutherford being the vice-president, and Mr. William Rutherford, jr., the secretary-treasurer of the company, while the other two are directors and hold important positions.

The company have two large factories, one for the manufacture of fine interior house furnishings and the other for the manufacture of various kinds of packing boxes. Both are equipped with the most modern machinery for the work to

be turned out. For many years the company manufactured both house furnishings and boxes in the factory on Atwater avenue, near the corner of Notre Dame street, but they recently built a large new box factory on the canal bank, at the foot of Elizabeth street, St. Henri, which enabled them to double their capacity. They were previously making a very large number of butter boxes and turning over about 10,000,000 feet of lumber per annum, the business having doubled in the last five years. They employ over two hundred hands.

The company make and sell all kinds of contractors' supplies, in wood, but do no contracting themselves. They import large quantities of hardwoods, which they make up into mantels, staircases, house finishings, flooring, ceiling, panel work, counters, etc. The soft woods used in the manufacture of doors, window sashes, boxes, etc., and for carpenters' use are purchased in large quan-

tities from Canadian mills.

MR. E. H. LEMAY.

About fifteen years ago Mr. E. H. Lemay was a clerk in one of the large manufacturing concerns of this country. day he is considered the largest individual lumber merchant in Canada. The time came when he had mastered the details of the lumber industry and, looking forward, he saw good prospects for success if he were to launch out in business for himself. From a humble beginning the business, under his management, has reached the enormous yearly shipment of 100,000.000 feet of lumber. Mr. Lemay buys the entire output of several large mills, and ships their product to all the principal markets of the world. Besides this large export trade, Mr. Lemay imports from 25,000,000 to 30,000,000 feet of pitch pine from the This year Southern States every year. he inaugurated a new system, and brought to the port of Montreal three large vessels loaded with pitch pine from the United States.

Mr Lemay has a branch office in New York City, Messrs. W. M. Crombie & Company, of 81 New street, New York, being his representative in that city. He is also about to establish a confection with South Africa, now that we have a direct steamship line from Canada to that country.

Mr. Lemay is one of the best known business men in Montreal, and an influential member of the Board of Harbor Commissioners, on which he represents the lumber interests.

THE DIAMOND GLASS COMPANY, (LIMITED).

The North American Glass Works, at 179 Delorimier avenue, Montreal, owned by the Diamond Glass Company (Limited), is one of the most prosperous concerns in the city. It is an interesting hive of industry, employing about one thousand hands. The business was established in 1880 by Messrs. William and David Yuile, of Montreal. The present management consists of Mr. A. Lumsden, Ottawa, president; Mr. David Williamson, Montreal, secretary-treasurer; directors, Mr. William Yuile, Montreal, Mr. G. H. Perley, Ottawa, Mr. Geo. Rutherford, Hamilton, and Mr. John Watt, Toronto.

The company have a branch in Toronto which looks after the Ontario business. Their goods which consist of bottles, fruit-jars, lamps, chimneys, insulators, and pressed table ware of all kinds, are sold in all parts of Canada, and for quality and wear, give universal satisfaction. This fact, together with their uniform fair treatment of customers, is accountable for the rapid and continuous increase of patronage which the company enjoy. The general prosperity of the country, and, consequently, of the company enables them to pay about twenty-five percent higher wages than were paid a few years ago. All nationalities are employed, regardless of race or other qualification, except skill and respectability.

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seals, and various

ties and carries a

these goods.

JOHN P. (

Six years ago, O'Shea & Compan the manufacture mirrors, fancy doo ed, bevelled, chip sand cut glass, etc. ness, at the corner brief streets, has, well known, and artistic work may dreds of homes in times have admirin ed concerning the glass doors in ba and city mansions, firm. The office firm. Hochelaga Bank at O'Shea's elegant taste and skill i examples, however many contracts wh

O'Shea an enviable The growth of t such that the wo present occupied 1 come entirely inac quirements, and ne gress with a view able premises.
added to expert s and the most imp give Messrs. O'She passed facilities for quantities of work finer quality than O'Shea, who is the business, is a pract content with a tho ledge of the busines trip to the United of securing the lat designs in his art

numerous customer Messrs. O'Shea & tiful pieces of c glass work, cut gl mirrors, etc. The quantities of sheet England and Bel them to meet any mirrors, at best ma

THE GRANT-HA

Pennsylvania crution of being the b differs from Canadit possesses less which are detrimen brication. The Company (Limited turers of lubricatin duced exclusively f sylvania crude oil. established in Toro William Irwin as 1 Playfair, vice-president offices at 2 to 12 S

Nearly two year opened an office street, Montreal, v ston as local mans refinery is at Marie manufacturers of ling' brand of lubs fine altogether at

WILLIAMSON & MORRISON.

n 1899 Messrs. William Williamson and ncan Morrison formed a partnership the purpose of carrying on a whole-e lumber and timber business. Both tners had been engaged in the lumbusiness for a number of years and i acquired a thorough knowledge of conditions and requirements of the de as well as a wide acquaintance I valuable connection with mill own-and foreign buyers. The amalgama-n of their interests made them a ong firm and their annual shipments ount to many thousands of dollars. ey hold very extensive timber limits l own large areas of patented lands in Upper Ottawa and Rouge River dists. They have mills at L'Orignal, t., and St. Jovite, Que. They also rextensively from other mills. Mr. lliamson is the president and Mr. rrison, the vice-president of the Lautian Lumber Company, with mills on Montfort for Catinous Colorisation. Montfort & Gatineau Colonization lway, which was recently acquired by Great Northern Railway Company. ssrs. Williamson & Morrison handle entire output of these mills, consistof dimension timber, rough and dresslumber, lath, shingles, and hard wood ring, the latter being a specialty with s company. The firm export large ntities of lumber to the United tes, and also sell large consignments Messrs. Dobell, Beckett & Company, the foreign trade. Messrs. William-& Morrison have their offices at pret at No. 30 St. John street, but have en offices in the new Board of Trade lding, which they will occupy when t structure is completed. Mr. Mort structure is completed. Mr. Mor-on lives at Vankleek Hill, Ont., while Williamson lives in Montreal in the

E. J. MAXWELL & CO.

iter, and has his summer residence at nt Fortune on the Ottawa River.

he lumber business conducted under firm name of E. J. Maxwell & Comy was established by Mr. E. J. Maxl in 1863 at No. 725 Craig street, ntreal, the premises still occupied by Mr. Mr. Maxwell makes a specialty ine imported hard woods for veneers. From house and office furnishings, niture, organs, pianos, patterns, and cabinet makers' purposes. These distincted mahogany, English oak, nut, mountain ash, magnolia, Afri, Circassian and other foreign species. A car of these kinds of wood cost from \$500 or \$1,000 upwards, while Mr. Maxwell's yards are not largest in or around Montreal, he one of the most valuable stocks and s business with the best class of cus-

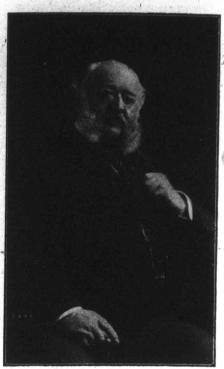
tomers in Montreal. Trade in this line this year has been unusually good owing to the good times, and numerous con-tracts for the erection of palatial resi-dences in the vicinity of the commercial metropolis. Mr. Maxwell himself does no contracting or building, confining himself to the retail trade, with occasionally a car order for a large builder. Mr. Maxwell's father was a well-known builder and cabinetmaker, and Mr. Maxwell has the advantage of a thorough knowledge of timber and lumber of all kinds, which enables him to judge the quality of the commodity he handles and give his customers the best value for their money. In the early days of the lumber business in Montreal dealers had to get enough stock in during the period of navigation to last the bal-ance of the year. Everything came by sailing vessel, and it sometimes took six months for an order of foreign tim-ber to be delivered. There were someber to be delivered. There were some-times 'corners' in lumber in those days, and such a situation could not be relieved until navigation opened again and fresh supplies arrived. In these days of rapid ocean and railway transportation most orders can be filled at a few days' notice.

E. F. DARTNELL, MANUFACTUR-ERS' AGENT.

Mr. E. F. Dartnell, No. 180 St. James street, does a very extensive business with the building trade, as agent for a large number of inventions and commodities, useful or necessary, to that trade. He commenced business at his present address in 1893. Among the builders' supplies for which he is agent are Canadian, American, English and Scotch sandstones; Bedford and other limestones, pressed brick, ornamental terra cotta, wire and expanded metal lathing, etc.

Mr. Dartnell represents in Eastern Canada, the Grafton Stone Company, of Grafton and Elyria, Ohio, who are extensive producers of buff and blue Ohio sandstone. He is also agent for the Perry-Matthews-Buskirk Stone pany, producers of the celebrated 'P. M. & B.' Bedford (Indiana) lime-**P. M. & B. Bedford (Indiana) fine-stone. He is sole Canadian agent for the 'Portable Gravity Concrete Mixer,' and the 'Rotary Hand Power Concrete Mix-er,' a mixer specially adapted for street work, where but a moderate output is required, and for the 'Gilbreth Accurate Measurer and Feeder,' a machine for supplying stone, sand, cement and water in absolutely correct proportions to conthe 'Toronto Pressed Brick & Terra Cotta Works,' of Milton, Ont., and the 'Crown Pressed Brick Company,' of Ormstown, Que., makers of fine pressed and company heildigg briefs. and common building bricks. He also represents the 'R. I. W. Damp-resisting Paint Company,' of New York, whose paint is now used so extensively, where protection from moisture is wanted, on ironwork, stonework, woodwork, floors, sheet iron roofs, hulls and decks of steel and wooden vessels, brine pipes in refrigerator plants, etc.

Mr. Dartnell is the sole Canadian agent for the Cary Manufacturing Company, of New York, manufacturers of box strappings, box corners, and fasten-



MR. ALEXANDER RAMSAY.

Founder and head of the firm of A. Ramsay & Son, Paint Manufacturers and Merchants.

President Dominion Plate Glass Insurance Company.

Vice-president Consolidated Plate Glass Company.

President White Lead and Color Association.

A. RAMSAY & SON.

'If a thing is green let it stay green,' is one of A. Ramsay & Son's mottoes; and if it needs a coat of paint, this company can supply the best in any color. The business now carried on by this firm was founded in 1842 by Mr. A. Ramsay, the father of the present proprietor. The company are manufacturers of mirrors, white lead and mixed paints, oils, varnishes, vermillions and colors of all kinds. They import plate glass, window glass, glues, gold leaf, painters' supplies, and artists' materials. Their offices are at 37-41 Recollet street; their paint factory at 18 to 22 Inspector street, and their varnish factory at 106 William street. One hundred hands are now employed steadily in their works, including principally, English and French.

Ramsay's exterior White Lead has established an enviable reputation among painters that will be hard to excel or discount. It is said to be superior to the grade known as 'pure' lead. It is cheaper, works easier, lasts longer and keeps its color better than other leads, and every package bears the company's guarantee. Their paints are brilliant and durable, made from the purest pigments, scientifically combined, and the materials are consequently not easily affected by sun or storm. Their Vienna Green, for window shutters, is just the right shade and does not fade as many greens do. Their other colors are equally reliable, but Vienna Green is their trade mark. It is one of their greatest sellers being made in three



NS COMPANY, (LIMITED)

turned out. For many years the pany manufactured both house furings and boxes in the factory on Ater avenue, near the corner of Notre ne street, but they recently built a e new box factory on the canal bank, he foot of Elizabeth street, St. Henri, ch enabled them to double their caty. They were previously making ery large number of butter boxes and ing over about 10,000,000 feet of ber per annum, the business having bled in the last five years. They emover two hundred hands.

ne company make and sell all kinds ontractors' supplies, in wood, but do contracting themselves. They imlarge quantities of hardwoods, ch they make up into mantels, stairs, house finishings, flooring, ceiling, el work, counters, etc. The soft ds used in the manufacture of doors, low sashes, boxes, etc., and for carers' use are purchased in large quan-

s from Canadian mills.

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seals, and various other shippers' specialties and carries a considerable stock of these goods.

JOHN P. O'SHEA & CO.

Six years ago, the firm of John P. O'Shea & Company was established for the manufacture of ornamental glass, mirrors, fancy door lights, ground, drilled, bevelled, chipped, wheel cut and sand cut glass, etc. Their place of busisand cut glass, etc. Their place of business, at the corner of Craig and St. Gabriel streets, has, since then, become well known, and samples of the firm's artistic work may be seen to-day in hundreds of homes in Montreal. How many times have admiring remarks been passed concerning the cut and ornamental glass doors in banks, insurance offices and city mansions, manufactured by this firm. The office and branches of the Hochelaga Bank afford examples of Mr. O'Shea's elegant work, and reveal his taste and skill in designing. These examples, however, are only a few of many contracts which have made for Mr. O'Shea an enviable reputation.

The growth of the business has been such that the workshop and offices at present occupied by the firm, have become entirely inadequate for their requirements, and negotiations are in progress with a view to securing more suitable premises. These improvements, added to expert skill, modern methods and the most improved machinery will give Messrs. O'Shea & Company unsur-passed facilities for turning out larger passed facilities for turning out quantities of work, and that, of even manifest than heretofore. Mr. J. P. finer quality than heretofore. Mr. J. P. O'Shea, who is the sole proprietor of the business, is a practical glass worker. Not content with a thorough technical know-ledge of the business, he takes an annual trip to the United States for the purpose of securing the latest ideas and newest designs in his art for the benefit of his

numerous customers.

Messrs. O'Shea & Company show beautiful pieces of crystalline work, bent glass work, cut glass table ware, art mirrors, etc. They also import large mirrors, etc. They also import large quantities of sheet and plate glass from England and Belgium, which enables them to meet any demand in glass and mirrors, at best market prices.

THE GRANT-HAMILTON OIL COM-PANY (LIMITED).

Pennsylvania crude oil has the reputation of being the best in the world. differs from Canadian petroleum in that it possesses less mineral properties which are detrimental to purposes of lubrication. The Grant-Hamilton Oil Company (Limited), are large manufac-turers of lubricating oils which are produced exclusively from the finest Pennsylvania crude oil. This company was established in Toronto, in 1897, with Mr. William Irwin as president; Mr. James Playfair, vice-president, and Mr. T. H. Hamilton, general manager, with head offices at 2 to 12 Strachan avenue.

Nearly two years ago the company opened an office at No. 77 Common street, Montreal, with Mr. J. D. Johnston as local manager. The company's refinery is at Marietta, Ohio. They are manufacturers of the celebrated 'Sterling' brand of lubricating oil. They refine altogether at their works in Marietta as hed capacity for 500,000 feet of seasoned and dressed lumber, from which orders can be filled at shortest notice.

anything requiring a light fresh tint; medium for window blinds, cottages, etc., and deep green for doors, trimmings and places where the color is wanted to last. It will stand the test and is only an example of all their goods. When you buy Ramsay's paints you are not experimenting with untried goods, but getting the tested, tried and warranted article.

etta, using only the products of American petroleum; but the bulk of their compounding is done in Toronto, where they have one of the most up-to-date plants and warehouses in Canada, com-pleted only this past summer. Owing to the heavy duty, on refined oil, the company do not import their refined product into Canada, but dispose of the entire output in the United States. The Montreal branch makes a specialty of marine oil and supplies the bulk of that commodity to the lake and river trade.

The company also manufacture ster-ling elastic graphite paint which is used extensively for roofing. It is fireproof and weather-proof, and, being elastic, is not affected by climatic changes.

The shareholders of the company are all consumers of oil, and largely engaged in manufacturing enterprises. The com-pany's business has increased very rapidly during the past two years, and, for a young concern, they are doing a very satisfactory proportion of the old trade of this country. On account of the general prosperity and the constantly increasing manufacturing industries being established in the Dominion, they anticipate a still greater demand for their goods in the future.

BULMER, McLENNAN & CO.

The lumber and timber business carried on by Messrs. Bulmer, McLennan & Co., of Montreal, was established in 1871. Their office and yards are centrally located at the corner of Dorchester and St. Charles Borromee streets, and their stock of lumber is the most varied and select to be found in the city. They are wholesale and retail dealers, and keep on hand a full assortment of both rough and prepared lumber. Among the different kinds of Canadian, American and foreign woods they keep in stock may be mentioned the following: — Mahogany, walnut, cherry, chestnut, butternut, whitewood, cypress, rock and soft elm, hickory, basswood, birch, hard and soft maple, bird's eye maple, quartered, red and white oak, plain red and white oak, white and brown ash, teak, hazelwood, boxwood, Florida cedar, lignum-vitae, lath, shingles. red and white pine, spruce, hemlock, tamarac, British spruce, hemlock, tamarac, British Columbia cedar, and comb-grained fir flooring and step stock, Georgia pine and maple step stock, birch, oak and whitewood squares, railway and building material. They make a specialty of mahogany, also kiln-dried maple and birch flooring, and are in a position to supply the trade with veneers, mould-

4444444444444444444 The Grocery Trade

The Dominion is keeping up with the rest of the world in wholesome foods.

Montreal is headquarters for Sugars, Teas, Soaps, Biscuits, Cereal Foods and Imported Groceries.

While other lines of trade and commerce have been expanding and changing with the times, the grocery business has not been standing still. has not been standing still. The leading grocers of Montreal to-day can give very interesting accounts of the difference between the way they do business now and the methods in vogue when they began to deal out sugar and tea. In the early days there were no telephones. The telephone and the modern The leadphones. The telephone and the modern delivery system have greatly increased both the amount of business and labor connected with this branch of trade, and the number and variety of articles now to be found in an up-to-date grocery store is about as complex and perplexing as in any line that could be named.

A man cannot to-day start in the grocery business simply knowing how to deal out sugar, tea, baking powder, soap, butter, eggs and canned goods. soap, butter, eggs and canned goods. Even a first-class business education behind him, without practical experience, will not save him from ruin if he has any kind of competition, such as will be met with in most towns of any size. Like many other occupations that a few years ago were easy to manage and profitable under ordinary circumstances, the grocery business has to be learned almost as a science, if one would achieve success and lay by a competency.

Montreal, as will be seen by a perusal of the sketches of the various business houses and manufacturing enterprises which follow, is the home of the greatest sugar refineries in British North America. We have the largest importing firms in the Dominion, whose travellers and goods may be found in all parts of this wide Dominion; and we have other manufacturing concerns. which are at the same time the oldest and largest in this country. Our tea importers get the soothing leaf from the growers in various parts of the world. In respect to cereal foods, Montreal is perhaps behind no other city in Canada in the matters of manufacture, sale or consumption. In the consumption of fruit, which is now a very important part of the grocery business, Montreal may be placed easily in the front rank,

The tea department itself might easily be given a column of space if an account of its development were desired. study of the various strengths, blends and flavors of tea has occupied a great deal of time and attention from tea experts. Perhaps the cup that 'cheers but not inebrates' was never purer or more palatable than that made to-day

BOVRIL, (LIMITED).

Bovril, (Limited), has been established in Montreal under its present name for in Montreal under its present name for about six years, but has really been in business 'here' for over twenty years, being the successors to the Johnston's Fluid Beef Company, manufacturers of the well known brand of Fluid Beef, bearing the name of its inventor, the late Mr. J. Lawson Johnston. After a great deal of experimenting, Mr. Johnston succeeded in improving his original invention and re-named it 'Bovril.' In 'Bovril' he saw that he had the ideal concentrated food, and having disposed of his Canadian interests on very satisfactory terms, he removed to London. factory terms, he removed to London, England, where the merits of 'Bovril' were so well recognized that the present company was formed with a capital of £2,000,000.

As the wonderful nutritive and strengthening properties of 'Bovril' became more widely known, and the demand for it increased proportionately, the company opened branches in all parts of the British Empire. Naturally, the Canadian business was one of the first to be thought of, and the Johnston Fluid Beef Company once more passed into the hands of its original proprietors, and new forms one of the most thriving branches of this large and prosperous company.

One whole flat of their fine new factory in Old Street, London, England, is devoted entirely to the manufacture of Bovril,' and compressed rations for the British Government. During the South African war thousands of cases of 'Bovril' were used by the army at the front, its great strengthening properties having been found peculiarly valuable in restoring wounded soldiers, and those suffering from enteric and other fevers. One of the greatest surgeons reporting on the medical arrangements of the cam-paign, wrote after the battle of Colenso: 'As each wounded man reached the hospital he was served with a cup of hot "Bovril," large cans of which were boiling outside the tents.'

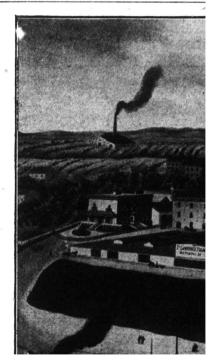
As a further recognition of the merits of 'Bovril,' the company have lately received notice of their appointment by special warrant as purveyors to His Majesty the King; this places the seal of Royal approval to the popular verdict which long ago selected 'Bovril' as infinitely superior in flavor as well as nourishing properties to all meat extracts and home-made beef teas, which merely

CARTER, GALBRAITH & CO.

Messrs. Carter, Galbraith & Comp are wholesale grocers and tea import Messrs. S. J. Carter and William braith are the partners, they have united their interests and experience the business about fifteen years The premises they occupy are at 80 St. Peter street, Montreal, and a sist of five large flats facing the Bo of Trade Building, in the most conv. ent and central portion of the c These premises have been occupied wholesale grocery warehouses and fices for over half a century, the known firm of Kinlock, Lindsay & Co pany having formerly carried on b

members of the firm of Ransom, For & Company, and, later, of Ward, Car & Company. Mr. Ward retired years ago, since when the business been carried on under the present sty Both members of the firm have had long, practical experience in the groc business, and are thoroughly fami with all the details of the trade and prepared to meet all the demands their patrons. Both gentlemen members of the Montreal Board Trade. This firm import goods fi nearly every country from which co modities required for the grocery tr are procured.

Several years ago the firm adopted 'Encore' brand as their distinc brand as their distinct trade mark to indicate the highest gree of excellence in their teas, coffraisins and other goods. Articles be ing this brand may always be depen-upon as the best procurable. The stock includes everything legitimat connected with the grocery busin and they enjoy the patronage of a v large and respectable clientele. T have a large staff of travellers and th goods go to all parts of the Dominion



from some of the popular blends put ! up by or for Canadian tea merchants.



ALDERMAN H. LAPORTE.

The wholesale grocery business of Laporte, Martin & Cie., was established in the west end of Montreal in 1870 by Mr. H. Laporte, now Alderman Laporte, the senior partner of the firm. Owing to the rapid and extensive growth of the business it was found desirable in 1887 to increase the strength of the enterprise by the addition of more capital and new members to the firm. firm was then reorganized with the following partners :-Ald. H. Laporte, Mr. J. B. A. Martin, Mr. J. O. Boucher, Mr. L. A. Delorme, Mr. J. Ethier and Mr. J. A. Martin, under the style of Laporte, Martin & Cie. The company's spacious warehouse and splendid offices are situated at Nos. 70 to 78 St. Peter street, where the choicest lines of groceries and provisions are constantly kept in stock.

Messrs. Laporte, Martin & Cie., are the Canadian agents for Sir Thomas Lipton's celebrated Ceylon teas, the demand for which is enormous and ever mand for which is enormous and ever increasing. They are also direct importers of the 'Victoria' and 'Princess Louise' brands of Japan and black teas as well as China and Indian teas. They also handle salmon, baking powder, jams, pickles, vinegar, flour, lard and soap of these brands which are registered as their exclusive right. They also import French and Spanish olives. import French and Spanish olives, French and Italian olive oils, sardines, French fruits and vegetables, including peas and mushrooms, California fruits, pressed, preserved and fresh, sacramental wine, cocoas, and chocolates of the standard makes, the best brands of English and Scotch pickles and sauces, and mineral waters from the most celebrated springs in the world. They are the largest dealers in the 'Clover Leaf' and 'Horseshoe' brands of salmon in Canada. They recently made large purchases of spices, nuts, raisins, etc., direct from the growers in Southern Europe, which arrived by steamships early in November.

stimulate for a short time without nourishing, as they contain none of the fibrine and only a small percentage of the albumenoids which are the really nourishing parts of meat. 'Bovril' is nourishing parts of meat. 'Bovril' is not a meat extract but a Fluid Beef retaining by the special process of its manufacture all the nourishment and flavor of the best beef in the most concentrated and easily digestible form at present known, and is, therefore, invaluable to invalids who relish and retain it when it is impossible for them to take solid food; it is also a great help in the kitchen, where the addition of a small quantity of 'Bovril' adds flavor and strength to soups, gravies, entrees, etc.

MESSRS. J. A. MATHEWSON & COMPANY.

The firm of J. A. Mathewson Company, wholesale grocers, 202 Mc-Gill street, Montreal, is one of the oldest business houses in Montreal. business was established in 1834, by the late Mr. Samuel Mathewson, on St. Paul street.

Over sixty years ago the present head of the firm built the store and warerooms now occupied by them at 202 Mc-Gill street. The present members of the firm are Mr. J. A. Mathewson, Mr. S. J. Mathewson, Mr. W. B. Mathewson and Mr. J. A. Mathewson, jr. This firm was the first in Montreal to import Japan teas into Canada; and fine teas have been among the specialties handled by them ever since. They have recently secured control for Canada of the choice and celebrated 'Quaker' brand of black and green Ceylon teas, which are cured and packed in Ceylon and shipped direct to their warerooms in Montreal.

Messrs. Mathewson & Company also control the 'Quaker' brand of canned goods in all lines of fruits and vege-tables for the city and district of Montreal. In coffees they have several brands in stock, their favorites being 'Our Best' and 'Henrietta.' They also have a full line of groceries, all and always of standard and reliable quality.

BRODIE & HARVIE.

One of the landmarks of Montreal and numbered among the longest established and best known business places in the metropolis, is the store of Messrs. Brodie & Harvie, at No 10 Bleury street. The business was started forty years ago, and for the last thirty years has been con-ducted by the present partners.

While doing a general flour business, the firm have always given particular attention to the family trade in flour and cereal products, and 'Brodie's' celebrated 'Self-Raising Flour,' for cakes, biscuits and pastry, is known over the length and breadth of the country.

From the first the firm have made a specialty of what is now called 'Health Foods' (Graham flour, cracked wheat, etc.), and they were the first to manufacture 'whole wheat' flour, now so much in vogue.

They also manufacture 'Brodie's Self-Raising Buckwheat Flour,' 'Self-Raising Griddle-cake Flour,' and make or put up all varieties of breakfast cereals. There are few homes in this province in which some of their products are not regularly used.



WORKS OF THE ST. LA

The St. Lawrence Sugar oppra Refi Company commenced operations Montreal in 1879, the first works be situated at the corner of King Queen streets, and Messrs, A. Ba garten and Theo. Labatt were founders. The first refinery was stroyed by fire in 1887 and the works were erected in Maisonner between Notre Dame street and river St. Lawrence. This site chosen so that the company might h the advantage of a wharf, directly front of the refinery, at which the la est ocean steamers can discharge t cargoes of raw sugars right at the c pany's warehouse doors.

THE ALBERT TOILET SOAP CO. PANY.

'Baby's Own Soap' - that favo toilet article—the best of all soaps the nursery and the ladies' boudoir manufactured by the Albert Toilet S Company, 168 McCord street, Montr When it was introduced, over twe years ago, it rapidly won its way, on merits, into every home in the la Why? because there was nothing of kind and quality on the market. was the need, the demand, and it fil the long felt want. Everybody v used it recommended it to their ne It was most natural that im bors. tions should appear. Other manufacters copied the cake in size, color, sh and perfume, but the quality and name were the exclusive property of Albert Toilet Soap Company, a 'Baby's Own Soap' is still the peer toilet soap for fair and tender skin.

Some time ago the enormous sale this soap induced retailers to make i leader' and lower the price to the sa figure as the imitations. titors lowered their wholesale prices dealers, to less than 'Baby's Own Soa could be put on the market for, and tailers took the imitations because th were larger profits on them. In st of representations to the contrary. tomers find that the standard quality 'Baby's Own Soap' has been maintain and storekeepers find that if they do keep it their customers will go wh they can get it. The difference tween 'Baby's Own Soap' and m other scaps is that it is made of ve table oils, while the others are ma from animal fats, commonly cal 'soap grease' which cannot possibly so good or healthy.
'Master Mechanics' Extraordinary

Soap 'is also made by the Albert To Soap Company, out of vegetable oils. has wonderful cleansing properties and good for ladies' hands. The present oput of 'Baby's Own' is 54,000 cakes properties and the total statements. month, and the total output of all kir of soaps made by this company avera

144,000 cakes per month.

"The cucese of the Witness is evidence that character counts for suc



ıs been established present name for has really been in ver twenty years, to the Johnston's manufacturers of l of Fluid Beef, its inventor, the ohnston. After a enting, Mr. John-roving his original d it 'Bovril.' In he had the ideal d having disposed ests on very satisnoved to London, nerits of 'Bovril' d that the present with a capital of

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heir fine new facndon, England, is ne manufacture of sed rations for the During the South ids of cases y the army at the rthening properties uliarly valuable in oldiers, and those and other fevers. surgeons reporting ements of the cambattle of Colenso: n reached the hosvith a cup of hot of which were boil-

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CARTER, GALBRAITH & CO.

Messrs. Carter, Galbraith & Company are wholesale grocers and tea importers. Messrs. S. J. Carter and William Galbraith are the partners, they having united their interests and experience in the business about fifteen years ago. The premises they occupy are at No. 80 St. Peter street, Montreal, and consist of five large flats facing the Board of Trade Building, in the most convenient and central portion of the city. These premises have been occupied as wholesale grocery warehouses and offices for over half a century, the well known firm of Kinlock, Lindsay & Company having formerly carried on business there.

Mr. Carter was one of the original members of the firm of Ransom, Forbes & Company, and, later, of Ward, Carter & Company. Mr. Ward retired ten years ago, since when the business has been carried on under the present style. Both members of the firm have had life long, practical experience in the grocery business, and are thoroughly familiar with all the details of the trade and are prepared to meet all the demands of their patrons. Both gentlemen are members of the Montreal Board of Trade. This firm import goods from nearly every country from which com-modities required for the grocery trade are procured.

Several years ago the firm adopted the 'Encore' brand as their distinctive brand as their distinctive trade mark to indicate the highest degree of excellence in their teas, coffees, raisins and other goods. Articles bearing this brand may always be depended upon as the best procurable. stock includes everything legitimately connected with the grocery business, and they enjoy the patronage of a very large and respectable clientele. They have a large staff of travellers and their goods go to all parts of the Dominion.

THE LANG MANUFACTURING COMPANY.

Pure food products are of primary importance to the community, and while there is so much that is comparatively worthless in this line, placed on the markets, it is a pleasure to make honorable mention of a house that has built up an immense business on the purity and general excellence of their productions. This is 'The Lang Manufacturing Company,' of Montreal. Their magnificent factory on Elizabeth street, St. Henry, is a model in every respect. The business was established twenty years ago, and was incorporated in 1886. Mr. H. H. Lang being then, and now, its president, while Mr. James Lang has been secretary-treasurer since 1892. Owing to the immense increase in the

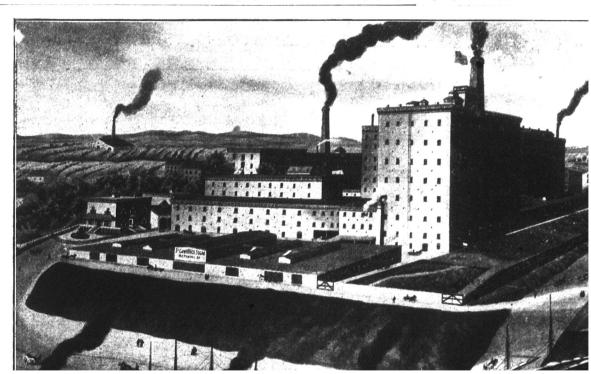
business it became necessary, about two years ago, to remove from their old premises, on St. Monique street, to their present factory at St. Henri. This new present factory at St. Henri. building has 100,000 feet of floor space, and is equipped with the most modern machinery. The company's business extends over the entire Dominion. employ from a hundred and seventy-five to two hundred hands, while no less than twenty travellers cover their sale territory. They manufacture every conceivable thing in the line of biscuits and confectionery, their goods being fully illustrated and described in their excellent catalogue, in which the descriptions of the different biscuits they make alone take up many pages. They manufacture all styles of chocolates and other cream goods, caramels, tablets, stick goods, boiled goods, gum, licorice goods, jujubes, lozenges of all kinds, mottoes, mixtures, rock candy, etc. In gross goods they have a very large variety, and all are of the high quality for which the house is noted. That they are appreciated by the trade and by the consumer is shown by the continually increasing demand, and the largely increased business annually done by this progressive and enterprising company

JOHN DUNCA

The tea house Company, whose of are at 450 St. Pa was established in thirty-six years of has enabled the firm tation for good tea that any company The present propri is Mr. John Patter and Mr. William F. ted into partnershi John Duncan, the f ness, in 1882, when maintained was add

Mr. Duncan's dea retirement of Mr. E. Mr. Patterson the s business. Not onl name been continue principles which di tablishing the conce basis have been stri excellent qualities been maintained, ar improved upon, and knowledge regarding kets, the taste of th entire interests of applied to the busin that which charact tory. The firm de the popular flavors dia and Ceylon teal from the fields wh and cured.

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ATHEWSON & NY.

1. Mathewson grocers, 202 Mc-is one of the old-Montreal. The ed in 1834, by the ithewson, on St.

the present head store and warey them at 202 Mcesent members of J. A. Mathewson, son, Mr. W. B. J. A. Mathewson. e first in Montreal into Canada; and imong the specialever since. They control for Caand celebrated black and green e cured and packped direct to their ıl.

& Company also brand of canned fruits and vegel district of Montave several brands rites being 'Our They also have , all and always of quality.

HARVIE.

s of Montreal and ongest established ness places in the of Messrs. Brodie leury street. The orty years ago, and ars has been conpartners.

ral flour business, iven particular attrade in flour and Brodie's' celebratr.' for cakes. bisknown over the the country.

firm have made a ow called 'Health r, cracked wheat, the first to manuflour, now so

re 'Brodie's Selfour.' 'Self-Raising ind make or put breakfast cereals. n this province in products are not



WORKS OF THE ST. LAWRENCE SUGAR REFINING COMPANY (LIMITED), MON

The St. Lawrence Sugar Refining Queen streets, and Messrs, A. Baumgarten and Theo. Labatt were the garten and Theo. Labatt were the founders. The first refinery was destroyed by fire in 1887 and the new works were erected in Maisonneuve between Notre Dame street and the This site was river St. Lawrence. chosen so that the company might have the advantage of a wharf, directly in front of the refinery, at which the largest ocean steamers can discharge their cargoes of raw sugars right at the company's warehouse doors.

Three hundred thousand barrels of product has stood Company commenced operations in refined sugar, over one-fourth of the Montreal in 1879, the first works being total amount made in Canada each year, situated at the corner of King and is the output of this great factory operations in refined sugar, over one-fourth of the is the output of this great factory Three hundred hands find employment here all the year round and they handle about two million dollars' worth of imported raw sugars in the course of the twelve months. Dealers in Ontario and Quebec consume the entire output of this refinery. The purity of their granulated and the excellence of their yellows' have won for this company a reputation to be proud of, and a trade the extent of which few people have any idea of. It is a case of merit, with sugar, and the St. Lawrence Company's

place.

The St. Lawre Company was incor the members of th Baumgarten, presid batt, vice-presider Crathern, J. M. Doson, and E. A. Rei B. McNally is the The general and sa Canadian Pacific Chambers, corner vier and Hospital Alex. Gordon & Co agents for the comp

THE ALBERT TOILET SOAP COM-PANY.

'Baby's Own Soap' - that favorite toilet article-the best of all soaps for the nursery and the ladies' boudoir, is manufactured by the Albert Toilet Soap Company, 168 McCord street, Montreal. When it was introduced, over twenty years ago, it rapidly won its way, on its merits, into every home in the land. Why? because there was nothing of the kind and quality on the market. There kind and quality on the market. was the need, the demand, and it filled the long felt want. Everybody who used it recommended it to their neighbors. It was most natural that imitations should appear. Other manufacturers copied the cake in size, color, shape and perfume, but the quality and the name were the exclusive property of the Albert Toilet Seap Company, and 'Baby's Own Soap' is still the peerless toilet soap for fair and tender skin.

Some time ago the enormous sale of this soap induced retailers to make it a 'leader' and lower the price to the same figure as the imitations. Then competitors lowered their wholesale prices to dealers, to less than 'Baby's Own Soap' could be put on the market for, and re-tailers took the imitations because there were larger profits on them. In spite of representations to the contrary, customers find that the standard quality of 'Baby's Own Soap' has been maintained, and storekeepers find that if they do not keep it their customers will go where they can get it. The difference between 'Baby's Own Soap' and most other soaps is that it is made of vegetable oils, while the others are made from animal fats, commonly called 'soap grease' which cannot possibly be so good or healthy.

Master Mechanics' Extraordinary Tar ap' is also made by the Albert Toilet Soap Company, out of vegetable oils. It has wonderful cleansing properties and is good for ladies' hands. The present output of 'Baby's Own' is 54,000 cakes per month, and the total output of all kinds of soaps made by this company averages 144,000 cakes per month.

COOK'S FRIEND BAKING POWDER.

Housekeepers in Canada who have used 'Cook's Friend' baking powder are legion; the temptation held out by 'cheap' goods or 'presents' may have induced some to try other makes, but no satisfactory substitute for the 'Cook's Friend' has yet been discovered. All the materials used in its production are in them-selves healthful; are the purest of each kind that money can buy and are scientifically compounded.

About forty years ago the proprietor and manufacturer of 'Cook's Friend' was in the retail grocery business. The need of a good reliable baking powder was strongly felt in the grocery trade, and in the homes of this country. 'Cook's Friend' was made and placed on the market and it met the requirement. Housekeepers spread the good news; they had found what they had long desired— a 'friend' upon whom they could depend.

From small beginnings in the store of the proprietor, the sale of these goods increased rapidly, thus attesting to their great merit. It soon became necessary to procure larger premises and increasedfacilities for their manufacture in order to keep up with the demand. Suitable premises were secured on College street, directly opposite the old Montreal College, which is now the newer and wider part of St. Paul street, to which the latter name has been extended since the removal of the old Montreal College up-town. The home of 'Cook's Friend' is now at Nos. 583 and 585 St. Paul Here the best machinery was street. installed for the manufacture of 'Cook's Friend,' thirty years ago, since when the business has grown to large proportions.

Mr. W. D. McLaren, the original and present proprietor, by strict adherence to the principles on which the business was started, has made the 'Cook's Friend' a staple article and standard baking powder. Notwithstanding all the competition and imitations it has had to contend with, its popularity is undiminished.



BIRKS, CORI

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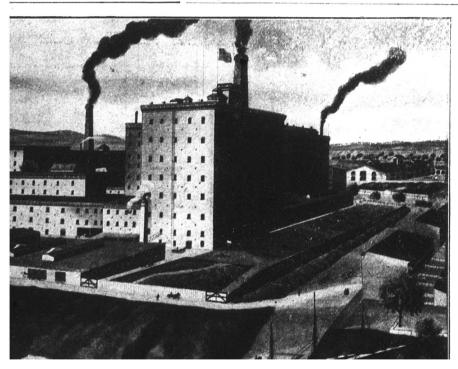
JOHN DUNCAN & COMPANY.

The tea house of John Duncan & Company, whose offices and warerooms are at 450 St. Paul street, Montreal, was established in 1866. A record of thirty-six years of successful business has enabled the firm to establish a reputation for good teas and honest dealing that any company might be proud of. The present proprietor of the business is Mr. John Patterson. Mr. Patterson and Mr. William Hutchins were admitted into partnership with the late Mr. John Duncan, the founder of the business, in 1882, when the firm name still maintained was adopted.

Mr. Duncan's death in 1892 and the retirement of Mr. Hutchins, in 1896, left Mr. Patterson the sole proprietor of the business. Not only has the old firm name been continued, but the business principles which did much towards establishing the concern on a substantial basis have been strictly adhered to; the excellent qualities of their teas have been maintained, and, in some respects, improved upon, and the same expert knowledge regarding the goods, the markets, the taste of the customers and the entire interests of the trade has been applied to the business in late years as that which characterized its early history. The firm deals extensively in all the popular flavors of China, Japan, India and Ceylon teas, which come direct from the fields where they are grown and cured.

Mr. Patterson knows tea and the tea business. He has taken several trips to the Orient in the interests of the business, and has resided for some months, at different times, in Yokohama, inspecting and superintending the packing of teas purchased for the firm. This is why the firm of John Duncan & Company to-day are favored with such an extensive patronage, and enjoy what they consider the cream of the tea trade

in Canada.





MR. A. BAUMGARTEN, President of the St. Lawrence Sugar Refining Company (Limited).

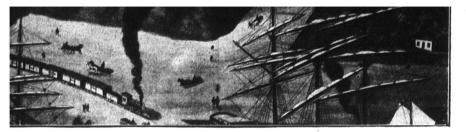
THE TAMILKANDE TEA COM-PANY.

18 St. Maurice Street.

It was a discerning entomologist more than a half century ago, who, on being shown a butterfly from India, announced that the tea plant would be found there, the presence of the species denoting the existence of its food. Hence was begun the marvellous production of tea in India and Ceylon, which, at this date, is no longer extraordinary, but commonplace; so completely has the superior merit of Indian and Ceylon teas won their place over all other teas in the homes of the millions.

It was in 1892 that Mr. Silas Huxley, founder of the Tamilkande Tea Company, brought to Canada from England. the first machinery used in putting up their famous blend of Tamilkande tea. Since that time this brand of tea has had an enormous sale and the demand is still constantly increasing in all parts of the Dominion. In Quebec province the consumption of this tea has increased forty percent in the last three years. Tamilkande tea has also been introduced into Jamaica, the Barbadoes and the United States, where the excellence of its flavor has brought it into great favor and the demand for this brand is steadily increasing. Approximately the consumption of tea in Canada is four pounds per head, and indications are that this total consumption will eventually be filled by the British grown teas of India and Ceylon-an Imperial sentiment we are not loth to confess.

The Tamilkande Tea Company, however, alive to the requirements of a public taste which must be satisfied, meantime, with an accustomed beverage, put up choice blends of China and also Japan teas, which are noted for their excellence. The Tamilkande Tea Company import coffees which rank among the best grades of this popular but too



NCE SUGAR REFINING COMPANY (LIMITED), MONTREAL.

Three hundred thousand barrels of fined sugar, over one-fourth of the tal amount made in Canada each year, the output of this great factory iree hundred hands find employment the all the year round and they handle out two million dollars' worth of imported raw sugars in the course of the relye months. Dealers in Ontario and iebec consume the entire output of is refinery. The purity of their translated' and the excellence of their rellows' have won for this company a putation to be proud of, and a trade e extent of which few people have by idea of. It is a case of merit, with gar, and the St. Lawrence Company's

product has stood the test and held its place.

The St. Lawrence Sugar Refining Company was incorporated in 1879, and the members of the firm are Mr. A Baumgarten, president; Mr. Theo. Labatt, vice-president; Messrs. James Crathern, J. M. Douglas, Robert Hampson, and E. A. Reincke, directors. Mr B. McNally is the secretary-treasurer The general and sales offices are in the Canadian Pacific Railway Telegraph Chambers, corner of St. Francoix-Xavier and Hospital streets. Messrs. J Alex. Gordon & Company are the sales agents for the company.

the best grades of this popular, but too often deleterious and unskilfully prepared article.

NOW AND THEN.

Twenty-five years ago the wholesale grocery trade was supplied by importers. To-day the facilities for regular and rapid transportation and the despatch of orders to foreign parts by cable makes it possible for wholesale men to do a direct and independent business with the producers on the one hand and the retailer on the other.

BIRKS, CORNER & COMPANY.

Birks, Corner & Co., are wholesale grocers and tea importers, at 39 Place D'Youville, and 2, 4, and 6 St. Francois Xavier streets, Montreal. This enterprising firm, consisting of Messrs. Arthur Birks, and A. J. Corner, founded this business twelve years ago at 18 and 20 St. Sacrament street. From its inception, through all the vicissitudes of the changing conditions of the grocery business, they have made steady and lasting progress.

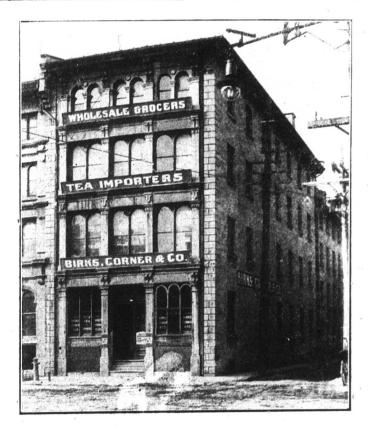
Owing to their expanding business,

OOK'S FRIEND BAKING POWDER.

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BIRKS, CORNER & COMPANY'S OFFICES AND WAREHOUSE.

they were compelled some five years ago to remove to their present commodious premises situated at the above address, where they have ample room for carrying on their ever increasing business, which consists largely of importations of teas from Japan, China, India and Ceylon; molasses, etc., from the West Indies; dried fruits, from California and the Mediterranean ports.

These goods, together with full lines of groceries of foreign and home production, they distribute throughout the provinces of Ontario and Quebec.

When asked to account for their success, during a period, in the grocery business, when so many firms were compelled to retire, they stated that their determination to handle no goods of inferior quality, their painstaking efforts in executing orders, prompt shipment of all business entrusted to their care, and making prices as low as consistent with a living profit, soon brought its reward by a steadily increasing volume of trade, which enables them to rank, to-day, as one of the leading houses in their line, in Canada.

in journalism." So says the Ottawa 'Journal, a paper that also knows by experience what it costs to maintain a high journalistic standard.

GROCERIES

(CONTINUED.)

A few minutes with our Bakers and Caterers.

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The grocery business, in all towns and cities, is a very large and important branch of trade. Very few people living in our cities have suitable cellars or larders in which to keep large supplies of provisions. The grocery store, bake shop and butcher shop are so near to most homes that such articles as may be required for food, are obtained, from day to day, in such quantities and varieties as the taste or fancy of the purchaser may dictate.

A variety of circumstances have combined to make the custom of lunching 'down town' more general than it ever was before. Business men and laboring men, both, in many cases, now live in the suburbs or actually in the country, the electric car lines having been extended to the utmost paying limit for the passengers' accommodation and their own prospective future revenue. Both classes are usually too busy to spare the time it would take to go home for the mid-day meal, and cold lunches are seldom very tasty or invigorating.

MR. WALTER PAUL.

Mr. Walter Paul is one of the leading retail grocers of the Dominion. His business ability, enterprise and affability have caused him to be very widely and favorably known. He is a Scotchman, and came to Montreal thirty-five years ago, and has been engaged in the grocery business ever since. In 1879 Mr. Paul commenced business for himself in a small store on the north east corner of St. Catherine and Metcalfe streets. Business increased rapidly, and in 1884, he moved into the large store built specially for him on the opposite corner. He still occupies these premises which also have been enlarged twice to accommodate his ever-expanding trade.



Mr. Paul has not only kept up with the times, but has led the trade in a number of important matters. He was

ALEXANDER'S.

The catering and confectionery business, known for many years, as 'Alexander's,' was founded in 1842, by Mr. Chas. Alexander, father of the present proprietor. His first place of business was on McGill street, but the growth of the business soon necessitated his removal to larger premises, which were taken on Notre Dame street. This store was destroyed by fire in 1883, when Mr. Alexander removed to 219 St. James street, which place is now under the proprietorship and management of Mr. Chas. M. Alexander.

A few years ago, a branch was started at 2358 St. Catherine street, where business has increased to such an extent, that, for some time, a separate staff of employees has been kept busy, under the management of Mr. John F. Alexander, who is also the present proprietor.

A large part of this business consists of the manufacture and sale of cakes and candies of the highest quality, and innumerable varieties. These goods are all manufactured on the premises by expert confectioners, under the personal supervision of the proprietors. Wedding cakes, Christmas cakes, and all kinds of choice confections are a specialty with the Messrs. Alexander, and orders for these are frequently received from all over the country. Sixty-five persons are now employed in the establishment, under the management of the Messrs. Alexander.

A very important branch of business carried on by these gentlemen is the refreshment or dining rooms, connected with their stores. These dining rooms are kept very neat and clean, and invitingly furnished, and are very largely patronized by merchants and business men, who find it convenient to lunch down town. The 'House of Alexander,' as it is sometimes called, is one of the renowned firms of this country, all the members of which are very popular.

MR. D. H. WELSH.

Thirteen years ago Mr. D. H. Welsh started in business as a caterer and con-To-day he has four stores fectioner. with lunch rooms and banquet halls in connection, and if he has not the largest business of the kind in Montreal, he is certainly not far behind the foremost. Mr. Welsh learned his business thoroughly before commencing for himself His first store was on Notre Dame street, but in a short time he moved to a better stand on St. Lawrence street. About the same time he opened another store at 2103 St. Catherine street, near Bleury street. His next move was to sell out the St. Lawrence street business and open a new place at 1875 St. Catherine street. The next addition to the business was the opening of a store on St. Peter street, near Craig street, and still later the purchase of the business formerly carried on by Mr. Detlefs, at 2245-47 St. Catherine street. different premises have been occupied by Mr. Welsh in St. Peter street, each move being into larger and more suitable premises, the present store, dining-room and banquet hall, in the 'Witness' up with de in a He was having been fitted up in splendid style specially for Mr. Welsh's requirements. It is one of the favorite lunch

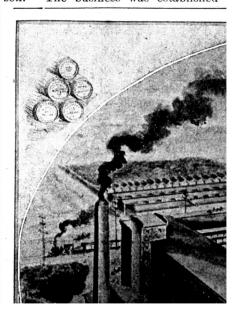
MR. JAMES STRACHAN.

One of the best known names amo Montreal's former citizens, is that James Strachan, baker. The late I James Strachan was born at Ormstow Que., in 1836, and came to Montreal the age of sixteen years. At the a of twenty years he began commicial life with Mr. Benny, one of the w known bakers of that day. In 1860, I Benny retired and Mr. Strachan to over the business, which he continue with remarkable success until his days. with remarkable success until his dear which occurred about two years a Since that time, the business has be continued under the firm name by I Strachan's two sons, Mr. William a Mr. James F. Strachan. The busin consists solely of the baking of bread, which they turn out between seven five thousand and eighty thousand loan In the manufacture of the per month. In the manufacture of tl quantity of bread they employ fourte bakers, and keep five ovens, going d and night. It takes nine waggons to liver their bread, which is sold in lar quantities by grocers, in all parts of t city and suburbs, as well as delivered customers direct. They bake bread one hundred and five different stylusing only the very best quality of flor They employ the most improved n chinery known to the baking trade, a the extension of their business has 1 cessitated considerable additions to the plant, a new shop and oven having be recently erected. This firm are just entitled to the distinction of beil 'Bakers to Royalty,' as, during the cent visit of the Prince and Princess Wales to Canada, they suplied the Royalty in their bread begins been solved. train, their bread having been select from among the samples of a large nuber of competitors. They are purveors to the Grand Trunk and Canada Pacific railways and all the leading hote of Montreal. This firm carried off t prize for the best delivery outfit at t This firm carried off t Spring Horse Show, held at the Aren in 1902.

WM. EWING & COMPANY. Seed Merchants.

142 to 146 McGill Street, Montreal.

The firm of William Ewing & Corpany, seed merchants, is composed Mr. William Ewing and Mr. J. H. Dayson. The business was established

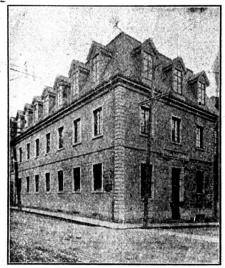


number of important the first grocer in Montreal to demonstrate the fact that the grocery business could be successfully conducted without the liquor adjunct. He saw in fruit a suitable substitute for intoxicants, and was the first Montreal grocer to engage in selling fruit as a regular depart-ment of his business. Vegetables have since been added, and now Mr. Paul's importations of both summer and winter fruits and vegetables amount to thousands of dollars every year. Mr. Paul frequently visits the American and English markets in order to secure new The consequence is that every thing worth having will be found in his store. It has become a saying that 'it is summer all the year round at Walter Paul's.

Mr. Paul has always been favored with the patronage of the very best class of citizens that Montreal can boast of and his stock is the best that money can buy. It has often been said that 'if you cannot get what you want at Walter Paul's, you will not find it in the city.'

S. H. AND A. S. EWING.

The firm of S. H. and A. S. Ewing, importers and dealers in coffee, spices, and baking powders, was founded in 1845. Their history has been one of success and progress, and their business methods and the quality of their goods have made a reputation for them throughout the Dominion that any firm might envy. The firm's large warehouse is situated on Cote street, corner of Lagauchetiere street. Their mills, which are fitted with the most modern machinery, are in the rear of these premises. Here the roasting and blending of coffees, the grinding of spices, the manufacture cream oftartar,



S. H. & A. S. EWING'S Coffee and Spice Mills, Montreal.

'Vienna' baking powder, &c., are carried on under the personal supervision of the members of the firm, and according to the most approved methods. The name of S. H. and A. S. Ewing on a package of these goods is taken as a guarantee of its excellence all over Canada. The proprietors are men of practical experience in all the departments of their business, and by prompt and careful attention to orders and courteous treatment of their customers have secured a large patronage throughout the Dominion, which is constantly increasing in value and importance.

resorts down town.

Mr. Welsh makes all his own cake and candy; cooks his own meats for hot and cold dinners, banquets, etc. He is a popular caterer and is prepared to furnish estimates for all kinds of festivities and prepare or serve all kinds of suppers. The banquet and supper halls at 126 St. Peter street and 2245 St. Catherine street, corner of Victoria street, are in constant demand. Personal attention is given to the preparation of wedding cakes, wedding dinners, Christmas dinners, and orders for all similar occasions, whether in the city or elsewhere.

THE DAIRY LUNCH,

2318 St. Catherine street, Montreal.

A First-class Ladies' and Gentlemen's Café, serving hot and cold dishes from 7 a.m. to 12 p.m.

The coffee served here is the best in the city. Pure cream is one of the features of this cafe.

The cooking is all done on the premises, and all dishes have that delightful 'home-made' flavour. Everything fresh daily.

A tasty luncheon at any hour is served, and a special luncheon at noon is a feature, and much appreciated.

is a feature, and much appreciated.

The location is in the heart of the uptown business district, 2318 St. Catherine street.

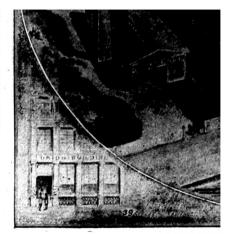
Certain specialties are gaining a reputation for the Dairy Lunch as being first class and home-like.

A trial will convince the most exacting. All service a la carte. Wm. F. J. Hart, manager.

MR. R. S. AULD, BAKER AND CONFECTIONER.

Mr. R. S. Auld's bread delivery waggons are familiar objects on the principal streets of Montreal, and his confectionery store at 557 St. Antoine street, is one of the most attractive spots in the west end. This business place is situated within the limits of the growing and progressive town of Westmount, but Mr. Auld caters extensively to Montreal city patronage as well. The business was established twelve years ago on St. Martin street, in modest style. To-day the store at the corner of St. Antoine and Atwater streets is one of the showiest, cleanest and best fitted up to be seen in or around Montreal, and twenty-five hands are employed in connection with the establishment.

The foundation stone on which this business was erected was quality, and the superstructure stands firm as a rock with the same kind of material for the keystone. Bread and cake of all popular styles and many kinds of candy are manufactured by this firm. Wedding cakes are among their specialties. The finest grades of flour, fruits, essences, flavorings, sugars and syrups are used in the manufacture of their goods. This firm was awarded a silver cup, the highest award for Canada, at the Colonial Bread Show, held in London, England, in September, 1900. Mr. Auld strives, by giving good values and an accommodating service, to please all who favor him with their orders and his splendid trade is the most satisfactory evidence of the success of his efforts.



THE CAN

In 1854 the late Mr. John Redpath tablished, in Montreal, the first Cardian sugar refinery. Shortly afterward his son, Mr. Peter Redpath, joined hin the business, and the firm becar John Redpath & Son, under which strict was very successfully carried on for number of years.

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This firm deal in everything in the l of seed, for both farm and garden, a everything offered by them is of the quality that can be procured, and most suitable for our soil and climithat Canadian and European experients found it advisable to use.

Every department receives equal tention. Flower seeds, bulbs, gard and pot plants that have a world-w reputation may always be obtain through this house, while such fa seeds as clover, timothy, and seed gra of standard varieties and selected quity, are always kept on hand, in laquantities. This firm have made a seial study of the kinds of grain suita for growing in the different parts of Dominion and Europe, and are prepart of give reliable and valuable information this subject to their patrons.

This firm also keep on hand a full l of incubators and poultry supplies; g den and farm tools; spraying apparat and artificial fertilizers. They publish mully, in both French and English la editions of illustrated seed and bulb talogues, which will be mailed on applition to intending customers.

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DER'S.

confectionery busi-years, as 'Alexan-1842, by Mr. Chas. the present proprieof business was on he growth of the ated his removal to h were taken on This store was de-33, when Mr. Alex-9 St. James street, nder the proprietort of Mr. Chas. M.

branch was started street, where busi-o such an extent, a separate staff of kept busy, under fr. John F. Alexanpresent proprietor. is business consists nd sale of cakes and est quality, and in-These goods are all premises by expert the personal superrietors. Wedding es, and all kinds of re a specialty with er, and orders for received from all ixty-five persons are establishment, un-of the Messrs. Alex-

branch of business entlemen is the rerooms, connected These dining rooms nd clean, and invitd are very largely hants and business nvenient to lunch Iouse of Alexander,' illed, is one of the his country, all the e very popular.

WELSH.

Mr. D. H. Welsh s a caterer and conhe has four stores d banquet halls in has not the largest in Montreal, he is hind the foremost.
his business thorencing for himself on Notre Dame t time he moved to t. Lawrence street. he opened another therine street, near next move was to wrence street busiv place at 1875 St. he next addition to e opening of a store near Craig street, urchase of the busileon by Mr. Detlefs, Three rine street. lave been occupied . Peter street, each ger and more suitresent store, dining-all, in the 'Witness' tted_up in splendid Mr. Welsh's requiref the favorite lunch MR. JAMES STRACHAN.

One of the best known names among Montreal's former citizens, is that of James Strachan, baker. The late Mr. James Strachan was born at Ormstown, Que., in 1836, and came to Montreal at the age of sixteen years. At the age of twenty years he began commercial life with Mr. Benny, one of the well known bakers of that day. In 1860, Mr. Benny retired and Mr. Strachan took over the business, which he continued with remarkable success until his death, which occurred about two years ago. Since that time, the business has been continued under the firm name by Mr. Strachan's two sons, Mr. William and Mr. James F. Strachan. The business consists solely of the baking of bread, of which they turn out between seventyfive thousand and eighty thousand loaves In the manufacture of this per month. In the manufacture of this quantity of bread they employ fourteen bakers, and keep five ovens, going day and night. It takes nine waggons to de-liver their bread, which is sold in large quantities by grocers, in all parts of the city and suburbs, as well as delivered to customers direct. They bake bread in customers direct. They bake bread in one hundred and five different styles, using only the very best quality of flour. They employ the most improved machinery known to the baking trade, and the extension of their business has necessitated considerable additions to their cessitated considerable additions to their plant, a new shop and oven having been recently erected. This firm are justly entitled to the distinction of being 'Bakers to Royalty,' as, during the recent visit of the Prince and Princess of Wales to Canada, they suplied the Royal train, their bread having been selected from among the samples of a large number of competitors. They are purvey-ors to the Grand Trunk and Canadian Pacific railways and all the leading hotels of Montreal. This firm carried off the prize for the best delivery outfit at the This firm carried off the Spring Horse Show, held at the Arena, in 1902.

WM. EWING & COMPANY. Seed Merchants. 142 to 146 McGill Street, Montreal.

The firm of William Ewing & Company, seed merchants, is composed of Mr. William Ewing and Mr. J. H. Davi-The business was established in son.

MR. JAMES M. AIRD.

Twenty-five years age Mr. James M. Aird bought out a small bakery and commenced business for himself on St. Antoine street. He startd with two delivery waggons on the road, and now has eleven, seven of which deliver only bread. A few years ago Mr. Aird built the new factory he now occupies at No. 101 St. Urbain street, where he has five large ovens in operation. He employs eleven bread bakers, eight hands in the cake shop, four in the candy shop, five in the biscuit department and forty others in his stores, lunch rooms, etc. His bread is used by some 1,500 to 2,000 families in this city. He was the first to make 'Vienna' bread, to use coal in his ovens, and to run covered delivery waggons. He has had a place of business on Notre Dame street since 1879. About ten years ago Mr. Aird opened a branch store at 469 1-2 St. Lawrence street, and four years ago he opened the fine large corner store and lunch room at the corner of Notre Dame and McGill. Cake making was added to the business soon after Mr. Aird started, and candy making has developed into an important department during the last fifteen years. Two years ago Mr. Aird introduced into his business the Corby process of dough-making, which generates all the gluten that can possibly be developed from the flour. All the flour used by Mr. Aird is sifted and all the water is filtered, and all the ingredients used in the manufacture of his products are of the best quality. His Triticumina Infants' Food is recognized to be an excellent article. It is also one of the most digestible foods that can be procured for Triticumina Bread is really invalids. the best bread to-day for those troubled with indigestion.

CHARLES GURD & CO.

A firm which has held the lead in its particular line, and has retained public confidence for thirty-five years, needs little introduction.

N. QUIN

The well know house of N. Quint ed in 1851, by Mr. 1880 his son, Mr. tal was admitted and, under his pr the business has substantial growtl the largest whole the Dominion, do one million dollar

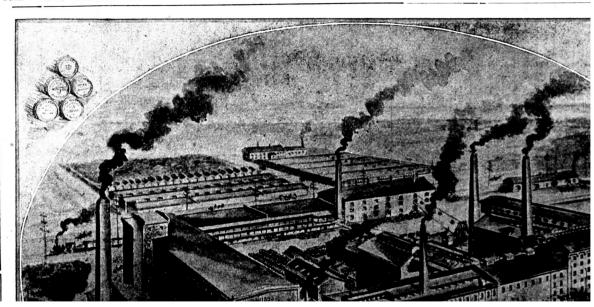
In 1897 Mr. Al been connected wi years, was taken house is keenly that will improve commodate their are known to be a ed, and no firm st business public. rooms are located Paul, and Nos. streets, Montreal.

THE OGILVI COMPAN

To be the grea cern in the Briti a distinction for a this industry in pride and congra dians.

The Ogilvie F in existence one development of tl the wheat-produc many ways trace suming powers o are now three grathe Royal M Glenora Mills a Winnipeg Millsped in the most by experts in the positions. The throughout Cana porting countrie 'Ogilvie's Glenor vie's Hungarian have grown to throughout the I

'Ogilvie's Oats ite as a breakfast and unadulterated for years.



all his own cake own meats for hot quets, etc. He is is prepared to furkinds of festivities all kinds of supnd supper halls at and 2245 St. Cathf Victoria street, nd. Personal athe preparation of ag dinners, Christers for all similar the city or else-

LUNCH,

street, Montreal.

and Gentlemen's nd cold dishes o 12 p.m.

ere is the best in m is one of the done on the prehave that delightour. Everything

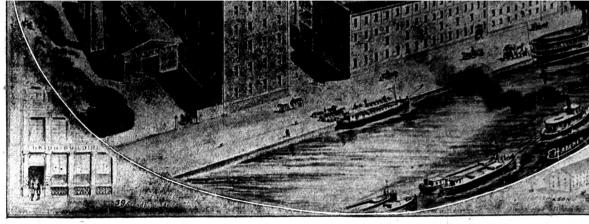
at any hour is luncheon at noon h appreciated. the heart of the ct, 2318 St. Cath-

ire gaining a rey Lunch as being ike.

e the most exactla carte. Wm.

AKER AND CON-NER.

read delivery wagects on the princiil, and his confec-St. Antoine street, ttractive spots in business place is mits of the grow-wn of Westmount, rs extensively to age as well. The hed twelve years street, in modest ore at the corner Atwater streets is cleanest and best or around Monthands are employthe establishment. ne on which this was quality, and nds firm as a rock f material for the cake of all popuinds of candy are Wedding firm. r specialties. The fruits, essences, syrups are used in heir goods. This lver cup, the high-, at the Colonial London, England, Mr. Auld strives, and an accommoase all who favor and his splendid isfactory evidence efforts.



THE CANADA SUGAR REFINING COMPANY (LIMITED).

In 1854 the late Mr. John Redpath established, in Montreal, the first Canadian sugar refinery. Shortly afterwards, his son, Mr. Peter Redpath, joined him in the business, and the firm became John Redpath & Son, under which style it was very successfully carried on for a number of years.

At a later period the Hon. Senator Geo. A. Drummond and the late Mr. John James Redpath, became partners, the former assuming the duties of manager at the works. In 1879 the business was converted into a joint stock company, under the name of the 'Canada

1869, by Mr. William Ewing, who had arrived from Scotland, four years previously. In addition to their large retail store, offices and sample rooms, on McGill street, they have extensive warehouse premises on St. Maurice street, corner of St. Henry street. Their warehouse capacity is sufficient to enable them to store a hundred and twenty-five car loads of seeds. These warerooms are provided with conveniences which enable the firm to handle three thousand bags per day. As many as five loads can be taken in at the same time. They employ the most modern and improved seed cleaning machinery and hoisting gear, all of which are driven by a fifteen horse power electric motor.

This firm deal in everything in the line of seed, for both farm and garden, and everything offered by them is of the best quality that can be procured, and the most suitable for our soil and climate that Canadian and European experience has found it advisable to use.

Every department receives equal attention. Flower seeds, bulbs, garden and pot plants that have a world-wide reputation may always be obtained through this house, while such farm seeds as clover, timothy, and seed grain, of standard varieties and selected quality, are always kept on hand, in large quantities. This firm have made a special study of the kinds of grain suitable for growing in the different parts of the Dominion and Europe, and are prepared to give reliable and valuable information on this subject to their patrons.

This firm also keep on hand a full line of incubators and poultry supplies; garden and farm tools; spraying apparatus, and artificial fertilizers. They publish annually, in both French and English, large editions of illustrated seed and bulb catalogues, which will be mailed on application to intending customers.

Sugar Refining Company (Limited), with \$1,000,000 capital, and with offices at No. 39 St. Francois Xavier street. Senator Drummond is now, and has been, for some years, the president and managing director of the company; Mr. R. B Angus is the vice-president, and Mr. W. W. Watson, secretary.

The refinery is situated on the banks

The refinery is situated on the banks of the Lachine Canal, just west of the city. The plant covers twelve acres of ground, and some of the buildings are massive structures seven or eight stories in height. In connection with the plant there is a large cooper shop where the company manufacture all their own barrels. All the machinery employed in

Messrs. Charles Gurd & Co. not only hold this distinction, but by their enterprise and public spirit, have in no small measure contributed to the present fame of Montreal and Canada as homes of mercantile and manufacturing progress.

The awards of the firm include gold medals at Ottawa, Montreal, World's Paris Exposition, besides medals and diplomas at Chicago, (World's Columbia Exposition), London, England, etc., etc., in all, three gold, three silver, five bronze medals and eighteen diplomas, the highest award given in each instance.

While non-intoxicating beverages, constitute the staple lines manufactured by this firm, the chief of which is the world-famous Gurd's ginger ale; Messrs. Gurd & Co. do a large trade in medicated waters, and are the agents and bottlers of the 'Magi,' Caledonia natural mineral waters.

The various lines include Gurd's celebrated ginger ale, apple nectar, lemonade, sarsaparilla, cherry phosphate, cream soda, ginger beer, lemon soda, Scotch kola, Gurd's super-carbonated soda, medicated waters (prepared from the best formulae), seltzer, potash, Vichy, Lithia (in bottles and syphons), and syrups of various flavors and high class excellence.

Among the direct causes of this firm's sucess, is the fact that its filtering system is the acme of ingenious and thorough achievement and is without an equal. Mr. Charles Gurd, proprietor, has directly conducted the management since the beginning, and has been jealous of both the standard and motto of the business, which is brief and suggestive, viz., 'The best.'

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EDWA

One of the best in the Dominion, Starch Company (offices are at 164 S real, and whose fa Ont. This compa 1858, and every ye and expansion in a business. This re to the energy and W. T. Benson & C who are the com agents, no less tha the firm's product undoubtedly, the 1

Prof Goikie Dean of Trinity College, "The Witness does its duty fully at all events."

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A firm which has held the lead in its crticular line, and has retained public enfidence for thirty-five years, needs the introduction.

N. QUINTAL & FILS.

The well known wholesale grocery house of N. Quintal & Fils was established in 1851, by Mr. Narcisse Quintal. In 1880 his son, Mr. Joseph Edmund Quintal was admitted to the firm as partner, and, under his progressive management, the business has had a very rapid and substantial growth, and is now one of the largest wholesale grocery houses-in the Dominion, doing a business of over one million dollars per annum.

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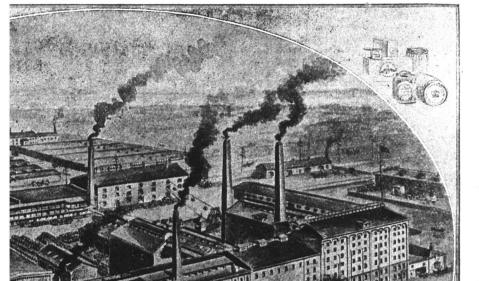
In 1897 Mr. Alfred Marien, who has been connected with the firm for twenty years, was taken into partnership. The house is keenly alive to every feature that will improve their business and accommodate their trade. Their goods are known to be absolutely as represented, and no firm stands stronger with the business public. Their offices and salesrooms are located at Nos. 270-274 St. Paul, and Nos. 111-113 Commissioners streets, Montreal.

THE OGILVIE FLOUR MILLS COMPANY (LIMITED).

To be the greatest flour-milling concern in the British Empire is certainly a distinction for any industry. To have this industry in Canada is a matter of pride and congratulation to all Canadians.

The Ogilvie Flour Mills have been in existence one hundred years. The development of the Dominion, especially the wheat-producing North West, is in many ways traceable to the great consuming powers of these mills. There are now three great mills in operation—the Royal Mills at Montreal, the Glenora Mills at Montreal and the Winnipeg Mills—all of which are equipped in the most modern and perfect manner, and conducted in every branch by experts in their various duties and positions. The two brands sold throughout Canada and the flour-importing countries of the world are Ogilvie's Glenora Patent' and Ogilvie's Hungarian Patent, names which have grown to be household words throughout the Empire.

'Ogilvie's Oats' is also a great favorite as a breakfast food. Absolutely pure and unadulterated, it has stood the test for years.





THE HON. GEO. A. DRUMMOND, Senator, President of the Canada Sugar Refining Company, etc.

The Ogilvie Flour Mills Co. is under the direct supervision of Mr. F. W. Thompson, managing director, who has been associated with its success far the past twenty years, and who still plans improvements and developments that the marvellous growth of the country justifies.

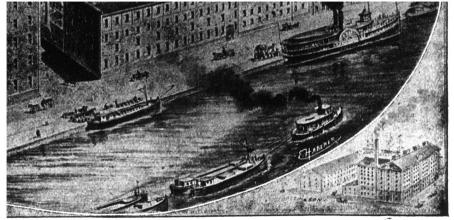
A great distinction has been conferred on their mills, resulting from the recent visit of the Duchess of York, now Princess of Wales. So impressed was she with the perfection of their product, that bakers in the Royal household are commanded to use only Ogilvie's flour, and Ogilvie's products wherever possible, thus giving the title of Millers under Royal Warrant to the Ogilvie Mills.

STUART & HERBERT.

Montrealers like good bread and eat For instance, the firm of lots of it. Stuart & Herbert make and sell over a million and a half of loaves in a year, and they are only one of several big bakers in the city. The business was started in 1888 with a small staff and only three waggons on the road. Bv making good bread and by pursuing proper business methods, trade has increased, until to-day a staff of about fifty hands is employed, and sixteen waggons are constantly out on the rounds delivering bread, cakes and confectionery.
The business was started at No. 600 Rivard street, but to-day their premises extend from No. 611 to 623 Rivard street, and the present year promises to be the record year in the firm's exist-The firm manufacture plain and bread the 'Quaker' brand of ence. fancy bread, the 'Quaker' bread being a specialty. They also They are make all kinds of cakes. popular caterers as well, and the enjoyment of many a soirée and social gathering has largely depended upon their catering abilities. They could give hundreds of testimonials as to their success in this line.

THE GRANBY RUBBER COMPANY.

The Granby Rubber Company, whose factory and main offices are located at Granby, Que., is one of the largest insti-



UGAR REFINING COMPANY (LIMITED).

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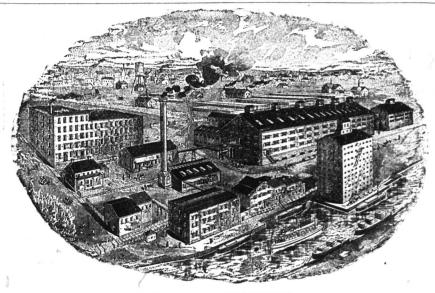
the business is of the most improved kind and the methods employed are the latest and best known to science. Twenty-two huge steam boilers are used to boil the sugar which is refined by the vacuum process. The plant has a capacity of 2,000 barrels a day, and the product has gained a reputation for excellence of quality that no words are needed here to amplify. About six hun-ded men are employed in the works, and the annual pay roll reaches about \$200,000. The annual output of sugar is estimated at \$4,500,000 per annum, the product being distributed to all parts of the Dominion. The company also manufacture high-class sugars.

tutions of its kind on the America In 1887, Mr. S. H. C. Miner, the man

whose name is so intimately associated with the prosperity of Granby, and the Dominion, in fact, conceived the idea of establishing a rubber plant that would meet the growing requirements of Canada for a high class of goods, which, up to that time, could not be found among Canadian made goods. The progress this company has made has been remarkable. With a plant as modern as money can make it, they give employment to about five hundred hands. What this means to a town like Granby, containing some 3,500 inhabitants, can be easily esti-mated. The Granby Rubber Company formerly manufactured clothing and all kinds of rubber goods, but the trade has been specialized now to boots and shoes exclusively.

The Montreal headquarters of the Granby Rubber Company are on Victoria square, and their selling agents are Messrs. Ames, Holden & Company, who also carry stocks in Toronto, Winnipeg, Quebec. Victoria, Vancouver and St. Quebec. Victoria, Vancouver and St. John, N.B.
Mr. S. H. C. Miner, the president of the

company, is widely known throughout Canada, from his connections with various commercial enterprises and for his aggressive business tactics. He mayor of the town of Granby. He is also Mr. J. H. McKechnie, the general manager and secretary treasurer of the company, has been with it from the start, and has had much to do with its great success.



EDWARDSBURG STARCH COMPANY (LIMITED.)

One of the best known business firms in the Dominion, is the Edwardsburg Starch Company (Limited), whose head offices are at 164 St. James street, Montreal, and whose factory is at Cardinal, This company was established in 1858, and every year has seen growth and expansion in all departments of the This result is, no doubt, due to the energy and enterprise of Messrs. W. T. Benson & Company, of Montreal, who are the company's general sales agents, no less than to the excellency of the firm's productions. The plant is, undoubtedly, the finest equipped starch

works in the Dominion. A large portion of the works are quite new, having been rebuilt after a disastrous fire, about two years ago. The machinery is all as perfect as money and inventive and mechanical skill can make it, and the most experienced hands are employed by the company.

This company manufacture rice, corn, wheat and potato starch, corn, syrup and glucose, and their goods are widely known in the homes of the Dominion as Benson's prepared corn starch, the Edwardsburg silver gloss starch, Benson's enamel starch, etc. The by-products are known as corn oil, germ feed and gluten

Paper Manufacture.

Montreal is the headquarters of the largest Canadian paper manufacturers.

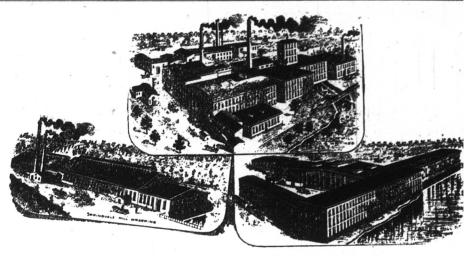
222122222

Montreal is the headquarters of some Montreal is the headquarters of some of the largest paper making firms in Canada. Our finer papers are made from rag stock, and there are several mills engaged in making a very superior quality of coated, enamelled and other high-class grades. The great demand, however, is for newsprint and wrapping papers, and the quantity of these papers turned out by Canadian mills is already turned out by Canadian mills is already very large. A great deal of pulp is manufactured in Canada and shipped to Europe, where the process of manufacture is completed. This is found to be a more economical method than shipping the pulp wood in the raw state, and the paper-making countries have not as sufficient quantity of wood suitable for pulp manufacture. They, however, have the machinery for making the paper, and consequently afford a ready and profitable market for our pulp, besides giving work to our woodmen and pulp mills.

THE ROLLAND PAPER COMPANY.

Prominent among the paper making concerns of the Dominion is the Rolland Paper Company. Established in 1882 by the late Senator Rolland, this company has experienced a continuous record of increasing business, besides winning a number of medals and certificates that any firm might be justly proud of. The company's mills are at St. Jerome, Que. All their paper is made from 'rag stock' and three hundred persons are employed in its manufacture. The most improved machinery, the most scientific mproved machinery, the most scientific methods and the most skilful artizans are employed in manufacturing their goods. Among the popular brands made by them are the 'Canadian Linen Ledger,' 'Superfine Linen Record,' 'Earnscliffe Linen Bond,' 'Standard Pure Linen,' 'Empire Linen Bond,' 'Crown Linen,' Colonial Bond,' 'Rolland Superfine,' etc. These are a few of the grades which have made the comof the grades which have made the company's reputation.

This company won the Grand Prix at the Paris exhibition of 1900; the highest award given at the Chicago exhibition in 1893; the gold and silver medals for high 1893; the gold and silver medals for high grade papers, at Antwerp, in 1885, and many others. Their papers go into the stationery of the leading legal firms, banks, insurance companies, railway companies, etc. The business done by the Rolland Paper Company this year will be double what it was five years ago, which increase may be taken as a criterion of the satisfaction the patrons criterion of the satisfaction the patrons are receiving from handling their products. Their goods go to all parts of the Dominion, to wholesale merchants, jobbers and large printing houses. During the past summer a party of master printers visited the works at St. Jerome and all were delighted with what they saw, the most experienced among them



THE CANADA PAPER COMPANY (LIMITED.)

The Canada Paper Company (Limit-The Canada Paper Company (Limited), was established in Montreal about fifty years ago, by Messrs. Angus, Logan & Company. To-day the head office of the company is at No. 8 Lemoine street, Montreal, while they have a branch house in Front street, Toronto, and Mills at Rivière du Loup, Springvale and Windsor Mills, Que.

The present management consists of

The present management consists of Mr. H. Montagu Allan, president; Mr. H. S. Holt, vice-president; Mr. F. J. Campbell, general manager, and Mr. W. H. Parsons, secretary-treasurer. The H. Parsons, secretary-treasurer. company as at present constituted was incorporated in 1873. The company manufacture about 15,000 tons of pulp and 18,000 tons of paper per annum, or, it is estimated, about a quarter of the

total quantity manufactured in the D minion. The company import abo forty thousand dollars' worth of chen cals annually, and give employment from 350 to 450 men, according to t season. Most of the employees are C nadians.

The bulk of the company's output disposed of in Canada, especially t paper, while their exports go, principally, to Great Britain and the Colonic with a very fair percentage also to for eign countries. The phenomenal grow of this business is readily seen when is stated that it has more than double in the last five years. The comparative over a million dollars invested the enterprise, and are paying high wages than they were a few years ago

J. C. WILSON & COMPANY.

The business of Messrs. J. C. Wilson & Company, paper manufacturers, has doubled in the last seven years. They doubled in the last seven years. now have a capacity of thirty tons of paper and fifteen tons of pulp per day, in the manufacture of which they give work to over five hundred employees. Their head offices and warerooms take up a large seven storey, red stone building at No. 700 Craig street, Montreal, and their mills are at Lachute and St. Jerome, Que.

The enterprise was started in 1870, by Mr. J. C. Wilson, with offices at 584 Craig street. The present company was formed in 1899, and the following gentlemen compose the firm:—Messrs. W. W. C. Wilson, F. H. Wilson and E. H. Wilson. The paper manufactured by this firm is a familiar article in trade by this firm is a familiar article in trade circles all over Canada and in Newfoundland. The company has a prosperous branch at Winnipeg, Man. The capital invested in the business is \$750, 000. They employ both English and French-speaking operatives and laborers. Messrs. J. C. Wilson & Company do

not manufacture any paper for news print. They cater to the wants of the dry goods, grocery and kindred lines of business. Among their products will be found manilla wrapping paper and bags of all sizes and qualities. The milliner can have the lightest and soft-The est paper for her delicate fabrics. grocer can get anything from the light ten bag to the heavy sugar bag. The hardware dealer and shoemaker want

Kinleith Paper Company, of St. Cat erines, Ont., manufacturers of book as envelope paper, and for Messrs. Richie Ramsay, of Toronto, manufacturers coated and enamelled papers, Brist boards, books and lithograph papers, e Mr. Smith is a director of the Kinlei Company and their only representati in Montreal. He carries one of the lar est stocks of heavy, coated papers Montreal. These papers are absolute necessary to obtain the best results photo-engravings and half tones, for call logue work and all classes of fine prin ing. Most of the paper required in (nada for special editions of newspape and for illustrated magazines is manufa tured by the Kinleith Company.

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and an were dengined with what saw, the most experienced among them declaring they had never seen any paper mills to compare with that of the Rolland Paper Company. The head office and city warerooms of this company are at No. 373 St. Paul street, where they occupy six large flats.

DOMINION PAPER COMPANY.

The Dominion Paper Company was established about twenty-five years ago by Messrs. William and F. P. Currie, of Montreal, under the firm name of W. & F. P. Currie & Company. The company's mills are at Kingsey Falls, Que., and their head offices and warerooms are at 345 St. James street, Montreal. Mr. Robert Currie is the managing di-

rector.

Their manufactures include manilla wrapping, brown wrapping, hardware and fibre manilla paper, and their make is recognized as the best produced in Canada. Their butchers' grey wrapping is unsurpassed for strength and moisture-resisting qualities, making it most desirable for wrapping fresh meat in. Their fibre manilla, used for express wrappings and by dry goods and hardware houses, is commanding large sales, and constantly increasing in popularity, as also their violet wrapping. They also make dry and fibre building paper of the 'Empire' brand, and are large dealers in tarred papers. They are heavy jobbers in several other lines, as news print, book papers, special color-ed poster papers, plaited carpet lining, carpet felt, butter dishes, skewers, clothing boxes, paper bags, flour sacks and millinery bags. They are also the sole agents for Canada for the sanitary toilet paper fixture and paper, and sell other toilet papers in rolls, sheets and ovals.

The company has four mills at King-

sey Falls-one for making ground wood pulp, one for chemical soda pulp, one for making the finished paper and a saw mill. The latter turns out the best quality of spruce and hardwood lumber, also shingles and laths. The mills are lighted by the company's electric 'ighting

WATSON, FOSTER & COMPANY, (LIMITED).

Manufacturers of Paper Hangings.

This business was started some twenty years ago by the late John C. Watson, under the style of Watson & McArthur, which firm continued in business for four years, after which time Mr. McArthur retired. Some few years afterwards Mr. Hugh Watson and Mr. F. S. Foster were taken into the business as partners, under the style of 'Watson & Co.' Some five years ago this firm formed the present company, known as the 'Watson Foster Co.,' with Mr. Hugh Watson as president; Mr. F. S. Foster, vice-president and Mr. S. S. Boxer, director.

The present officers of the company are Mr. Hugh Watson, president; Mr. S. S. Boxer, vice-president and managing director, and Mr. W. A. Sutherland,

secretary-treasurer.

Their present plant, which was erected at the time of the incorporation of the company, is one of the most complete on the line of artistic print the continent, and the success of the business is mainly due to the personal care and attention given it by the officers of the company.

ten bag to the heavy sugar bag. hardware dealer and shoemaker want strong wrapping papers such as are made by this firm. Again there are the toilet papers and the flour sacks, by way of contrast, both made in the best qualities known to the paper maker's art. Paper or pasteboard boxes and tubes, in large quantities, are also made by this company—in fact, almost everything that is manufactured from paper can be obtained from Messrs. J. C. Wilson & Company.

McFARLANE, SON & HODGSON.

One of the best known and most highly respected business men of Montreal in the last quarter of the past century, was the late Mr. David McFarlane. For over forty years Mr. McFarlane was intimately connected with the wholesale stationery and paper business in this city. In 1891 Mr. McFarlane established the business which, for several years, has been conducted under the firm name of McFarlane, Son & Hodgson. With him were associated in the enterprise, his son, Mr. Clement H. McFarlane and Mr. Archibald A. Hodgson. These gentlemen had already been for some years connected with large paper houses in the city, and had acquired a thorough knowledge of the business and the requirements of the trade. The firm in a short time established a very extensive connection. Their offices and warrooms at that time were in St. extensive connection. Their offices and warerooms at that time were in St. In January, 1897, the James street. firm was burned out and it was then decided to remove to 636 Craig street, where the business has been carried on ever since. In the five years that have elapsed since that time the business has about doubled. The firm now occupy five large flats and have outside storage besides. They have several travellers on the road and their connection extends to all parts of the Dominion.

Mr. McFarlane, the founder of the business, died last year, since when the business has been carried on by Messrs. C. H. McFarlane and A. A. Hodgson, the present partners of the firm. firm deal in book papers, flat papers, envelopes and all lines of stationery and printers' and bookbinders' supplies, and control a number of very popular brands of water marked writing papers.

MR. C. HOWARD SMITH

Mr. C. Howard Smith is one of the rising wholesale paper and mill agents of Montreal. He is the son of the editor and proprietor of the St. Johns, (Que.) News,' and has been in the paper business during most of his business career.

Mr. Smith formerly represented the Campbell Printing Press Company, New York City, covering Canada and the States of New York, Vermont and New Hampshire. He is consequently well known to the leading printers of this country and perfectly conversant with the requirements of the trade. the requirements of the trade.

Canadian manufacturers and business men appreciate the fact that good printing pays. They have long known the value of printers' ink in the news press, but every year sees great advances in the line of artistic printing, such as catalogues, calendars, illustrated booklets, etc. This kind of work can only be done

diately set to work and overhauled the old machinery, and added new n chines for a number of sizes, former made by hand, and the result is a full equipped and up-to-date envelope fa tory.

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pay special attention to envelopes ma from 'bond papers,' and their spec lines 'Linen Ledger' bond, 'Ocean bond, and 'Superfine Linen Record,' white and colors, command a ready sa

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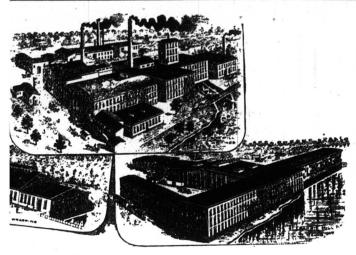


ALEX Mc.

The firm of Alexander McArthur Company are large manufacturers hanging and print papers, brown as manilla wrapping, two and three-p ready roofing, building papers, sheat ing and carpet felts and coal tar pi ducts. Their 'Black Diamond' brai of tarred felt is a very superior artic and in great demand among the buil ing trade in all parts of the province and even beyond.

Their flour sacks are noted for the of fine surface paper.

Mr. Smith is the selling agent for the not only very tough and suitable f



CANADA PAPER COMPANY (LIMITED.)

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total quantity manufactured in the Dominion. The company import about forty thousand dollars' worth of chemicals annually, and give employment to from 350 to 450 men, according to the season. Most of the employees are Canadians.

The bulk of the company's output is disposed of in Canada, especially the paper, while their exports go, principally, to Great Britain and the Colonies, with a very fair percentage also to for-eign countries. The phenomenal growth of this business is readily seen when it is stated that it has more than doubled in the last five years. The company have over a million dollars invested in the enterprise, and are paying higher wages than they were a few years ago.

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MR. CHARLES F. DAWSON.

Mr. Charles F. Dawson is a specialist in a very important line of business. He is a practical accountant and has entered upon the profession of an advisory accountant, the youngest profession we have, perhaps, and one which, if he has not created, he can claim to have developed more than any other person in this country. Mr. Dawson conducts a commercial stationery, book binding and printing business at 226 St. James street, His father and grandfather Montreal. were in the book business before him,

and he grew up in it.

When Mr. Dawson left college he went into the factory and got a thorough technical and practical knowledge of book making and printing. When he took charge of the store he set about studying and supplying the require-ments of business men in various lines of trade and manufacture. When a joint stock company is formed and wants a set of books and office supplies specially suited for their particular business, Mr. Dawson is consulted and furnishes the entire outfit for the same without the warmer that price, and, without the worry that would be expended in getting it from dealers who had little or no experience

in this line of work.

The Razall Loose Leaf Ledger system is the latest approved book-keeping sys-Mr. Dawson is the Canadian representative of this up-to-date device. It matters not what line of business or how complicated the form required for keeping the most minute accounts, Mr. Dawson can devise, or probably has in stock, just what is wanted. Mr. Dawson does an immense mail order business in this line. You can write him about your business or accounting difficulties and have your book-keeping simplified to the last degree.

Twenty-five years of experience has made Mr. Dawson an expert in his business and profession, and there is probably not another man in Canada in a position to do what he can for the business men of this country.

THE LIVINGSTON LINSEED OIL COMPANY (LIMITED).

The Livingston Linseed Oil Company (Limited), was founded at Baden, Ont., by Mr. James Livingston, ex-M.P., in 1864. The Baden Mills have a capacity of 150 barrels per day, besides which the Montreal branch, established last year, has a capacity of sixty barrels per day. Consequently this firm is one of the oldest and also one of the largest of its kind in Capada. Mr. P. Erbach is the manin Canada. Mr. P. Erbach is the manager of the Baden factory and Mr. H. P. Livingston is the manager of the Mont. real works, with offices at 31-33 Mill street.

Large quantities of the raw material are purchased from growers in Manitoba and the North-West, but the bulk of it has to be imported from the United States, South America and India. nada does not grow nearly enough flax to supply the demand, and, on the other manufacturing departments. They immediately set to work and overhauled all it to their interests to feed oilcake to their stock, sufficiently to use more than the old machinery, and added new ma- their stock, sufficiently to use more than

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Experiments and analyses have proved that there are valuable fat and milk producing properties in oilcake, and that the benefits to the soil when it is fed to stock

on the farm are very great.

In years when the pasturage in this country is good very little oilcake is used, but in years when pastures are bare or short, breeders of good and thorough-bred stock feed considerable quantities of it, but the great bulk of it goes to England, where its advantages have been proved and it is highly prized. The Montreal factory is now firmly established and is getting its share of the trade of eastern Canada.

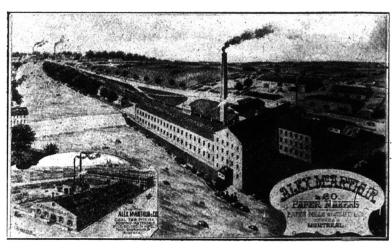
THE CANADA LINSEED OIL MILLS COMPANY (LIMITED).

The Canada Linseed Oil Mills (Limited), is a recent acquisition to industrial Montreal, having been incorporated on May 1, 1901. Their new plant for the manufacture of raw and boiled linseed oil and linseed cakes is situated at 810 Notre Dame street.

The concern is a limited stock company and the board of directors are :-Mr. John Baillie, president; Mr. J. J. McGill, vice-president; Mr. J. O. Gravel, treasurer; Mr. E. Liersch, secretary and manager, and Mr. Adolphe V. Roy, director.

Raw linseed oil is used extensively in the manufacture of paints, and the permanency of the paint depends largely on the durability of the oil. That the oils manufactured by this

company are giving satisfaction is shown



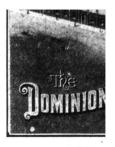
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Their flour sacks are noted for their strength, and their wrapping papers are not only very tough and suitable for

hardware and dry goods dealers, but they are highly moisture-resisting, and the best kind of wrapping for butchers, fish dealers, etc.

The firm is one of the reliable and long-established enterprises of this province, and the accompanying illustration shows their extensive works both at Joliette and Montreal. Their roofing felt factory is on Harbor street, corner of Logan street, Montreal, and their paper mills are at Joliette, Que. Their head offices and warerooms are at 82 McGill street, Montreal.



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The late Mr. Lot publisher of the 'Vi when the paper wa count of its attitude tions that were befo troublous times. issued in 1835 and in the office of the Company, now loca James street, and The firm's first prin lished in St. Vincer 1832.

The company was Mr. A. B. Chaffee and managing dire Lapointe is the secr turn out large quant ing; manufacture b book binding, and plete facilities for I ets, baggage checks commercial forms. eighty hands.

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by the fact that they are now doubling their present capacity in order to meet the ever increasing demand for their product. In the manufacture of their 'Pale and Double Boiled Linseed Oils,' the very best driers are used, and under ordinary conditions will dry thoroughly in six hours.

Linseed oil cake for either fat, flesh, milk or butter producing value is acknowledged to be the best and cheapest of all cattle foods. This company's present output of linseed cakes is from fifteen to twenty tons per day which will shortly be increased to double that quantity. The United States and Canada manufacture annually about 400,000 tons of linseed cakes, and fully 99 percent. of it is exported to Great Britain and Europe. The nutriment of 100 lbs. of linseed cakes is equal to 309 lbs. of oats or 318 lbs. of corn or 767 lbs. wheat bran or 1,000 lbs. hay. The manurial value of linseed cake is \$21.11 as against \$7.43 for oats and \$6.75 for corn. Our farmers would do well to profit by the experience of European farmers and feed more extensively in this country instead of allowing the product to go abroad to enrich foreign soils. This vast agricultural country of ours should be an importer instead of exporter of linseed cakes.

R. MOAT & COMPANY.

The brokerage business at present carried on by R. Moat & Company, was established about 1865, by Mr. Robert Moat, who was one of the original members of the Montreal Stock Exchange. For some years and until his death in 1881, Mr. John Moat was associated with his brother, and the firm name was R. & J. Moat. On Nov. 4, 1884, Mr. W. R. Miller was admitted as a partner, and the firm name was changed to R Moat & Co. Mr. R. Moat retired from the active management of the firm about this date and left Canada to reside in England. Mr. J. H. Wallace was admitted a partner in 1888.

In 1892 Mr. R. Moat retired from the firm, and the business since that date has been carried on by Messrs. W. R. Miller and John H. Wallace.

Mr. W. R. Miller was elected secretary-treasurer of the Montreal Stock Exchange, in 1895, and served in that capacity until 1897, when he was elected

vice-chairman. In February, 1800, he was elected chairman, and tilled that position until May, 1901.

The firm have unexcelled facilities for handling New York business, as they are connected by direct private wire with the well known banking house of Laidlaw & Company, 14 Wall street, New York.

THE LINDE BRITISH REFRIGER-ATION COMPANY (LIMITED).

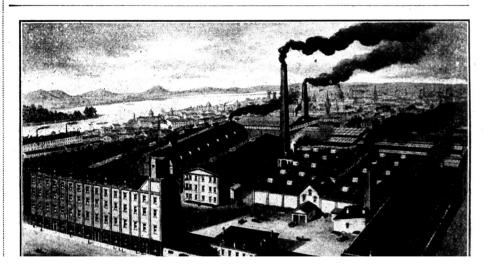
About the time that the Dominion Government commenced to make this country the greatest dairy exporter in the world, the Linde British Refrigeration Company of Canada was incorporated in 1896, under the laws of the Dominion, to manufacture and supply ice and refrigerating machinery of the latest and most approved type. As the machinery they manufacture is the best and is far superior to any machinery that can be imported from the United States, the Canadian Linde machinery has been installed by nearly every packing and cold storage firm in this country, and to-day they supply about ninety percent of all the machinery of this class sold in Canada.

The company exhibited their machinery in connection with the Dominion Government cold stores at Paris, Glasgow, Wolverhampton and Cork, where the machinery received awards for fine construction and efficiency.

As recent experiments have shown that the quality of cheese improves when cured at low temperatures, the company has constructed a special machine to suit the requirements of dairies. Two of these machines were supplied to the Government experimental dairies at Cowansville and Woodstock, where they have given high satisfaction.

The shipping companies experienced great difficulties in delivering dairy products in good condition in England, but during the last two years the Linde-British Refrigeration Company of Canada have fitted up a number of steamers with a new type of refrigerator by which the goods are delivered in perfect condition in England.

The offices of the company are at 301 St. James street, Montreal. Mr. C. W. Vellemann is president and Mr. James Cooper, vice-president.



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In years when the pasturage in this ountry is good very little oilcake is sed, but in years when pastures are bare r short, breeders of good and thoroughred stock feed considerable quantities f it, but the great bulk of it goes to england, where its advantages have been roved and it is highly prized. The fontreal factory is now firmly established and is getting its share of the trade f eastern Canada.

THE CANADA LINSEED OIL MILLS COMPANY (LIMITED).

The Canada Linseed Oil Mills (Limitd), is a recent acquisition to industrial Aontreal, having been incorporated on Aay 1, 1901. Their new plant for the anufacture of raw and boiled linseed il and linseed cakes is situated at 810 Notre Dame street.

The concern is a limited stock comany and the board of directors are:

fr. John Baillie, president; Mr. J. J. GGill, vice-president; Mr. J. O. Grael, treasurer; Mr. E. Liersch, secretary nd manager, and Mr. Adolphe V. Roy, irector.

Raw linseed oil is used extensively in he manufacture of paints, and the pernanency of the paint depends largely n the durability of the oil.

That the oils manufactured by this ompany are giving satisfaction is shown



HUR & CO.

ardware and dry goods dealers, but they re highly moisture-resisting, and the est kind of wrapping for butchers, fish ealers, etc.

The firm is one of the reliable and ong-established enterprises of this proince, and the accompanying illustration hows their extensive works both at oliette and Montreal. Their roofing elt factory is on Harbor street, corner f Logan street, Montreal, and their aper mills are at Joliette, Que. Their ead offices and warerooms are at 82 IcGill street, Montreal.



THE DOMINION OIL CLOTH COMPANY (LIMITED).

Established and incorporated in 1872, the Dominion Oil Cloth Company has flourished and its business steadily increased until it is to-day one of the most important and prosperous concerns of its kind in Canada. Its factory and offices are situated at the corner of St. Catherine and Parthenais streets, where 165 men are employed and a large proportion of the country's requirements in oil cloths is turned out. Their goods comprise floor, table, carriage, stair, shelf and enamelled oil cloths, oil cloth mats and decorative burlaps. The quality of their goods is such that the company takes pride in advertising them 'made in Canada,' and the trade may be sure of their maintaining the highest standard of excellence.

Every province, city and town in Canada gets Dominion oilcloth and a limited quantity is sent to Newfoundland. Eighty percent. of their employees are French-Canadians and among them are some of the most skilful workmen in the business. The paid up capital of the company is \$500,000. Mr. John Baillie The steady is the managing director. increase and development of this business is such as to demand large additions to their already extensive plant, and the company will very shortly commence the manufacture of linoleums and cork carpets which have not, up to the present time, been made in Canada. The new samples of the Dominion Oil Cloth Company's goods for the fall trade surpass, in beauty and variety of design, quality and values, anything ever shown before in the Dominion.

THE PERRAULT PRINTING COM-PANY.

The Perrault Printing Company is one of the oldest firms in Montreal and was the first business of its kind established in Canada. The late Mr. Louis Perrault, the founder of the business was the first paper manufacturer in Canada having had a mill at Chambly. He was succeeded in the business by his sons, Messrs. Louis and C. Ovide Perrault, who were the first artistic printers in Canada, and did the finest work that was produced by the printer's art in this country for many years.

Mr. Louis Perrault, sr., died in 1895. In 1899 the business was purchased by a syndicate at the head of which were the late Mr. Reginald A. E. Kennedy, of the Hamilton 'Times,' whose death occurred a short time ago, and Mr. A. B. Chaffee,

of Montreal.

The late Mr. Louis Perrault was the publisher of the 'Vindicator' up to 1837, when the paper was suppressed on account of its attitude toward certain questions that were before the public in those troublous times. Copies of the paper issued in 1835 and 1836 are kept on file in the office of the Perrault Printing Company, now located at 73 and 75 St. James street, and are rare curiosities. The firm's first printing office was established in St. Vincent street, in the year 1832

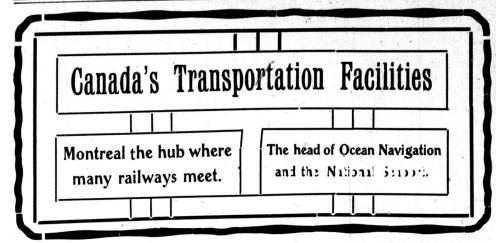
The company was incorporated in 1885. Mr. A. B. Chaffee is the vice-president and managing director, and Mr. J. B. Lapointe is the secretary-treasurer. They turn out large quantities of artistic printing; manufacture blank books; do fine book binding, and have the most complete facilities for printing railway tickets, baggage checks, and express and commercial forms. They employ about eighty hands.

THE OGDENSBURG COAL & TOW-ING COMPANY.

The Ogdensburg Coal & Towing Company are forwarders and dealers in coal and lumber. The company was incorporated under the laws of the State of New York, in the year 1880, with head offices at Ogdensburg, N. Y. Mr. John Hannan is the president, and Mr. Joseph Donahue, the secretary of the company. The company's only Canadian office is in Montreal, at the corner of Basin and Seminary streets, and Mr. John P. Kavanagh is the Montreal manager. The company represent the Delaware, Lackawanna & Western Railway Company, and are agents for the celebrated Scranton coal. Their business is entirely wholesale. They own twenty barges and four tugs, and also do a large business by rail throughout Quebec and Ontario. Most of the Scranton coal that comes to Montreal is brought from Oswego, via the St. Lawrence river and canals. In Montreal they have five large yards; two on Sem-inary street, corner of Basin street, where the boats are unloaded; one in the town of St. Louis, a suburb of Montreal; one at Point St. Charles and one at the Montreal harbor. The company are large dealers in Canadian lumber, but this branch of their business is confined to the American market alone. During the recent coal strike this company imported large quantities of Hocking Valley coal from Ohio. They have They have modern machinery for unloading coal, which enables them to discharge from 60 to 150 tons per hour. The plant at St. Louis du Mile End will unload sixty The plant at tons per hour from the cars, while their new clam-shell derrick, at the Basin street yards, unloads more than twice as fast from the barges. This is a great improvement on the methods of a few years ago, when unloading was done by horses, at about twenty tons per hour as the best speed.

Sent for four weeks on trial free of charge.

John Dougall & Son, Publishers, Montreal.



The transportation facilities of this country are developing with marvellous country are developing with marvement rapidity, and, yet, they are scarcely keeping up with the demand. There was a time when railway lines and steamship lines scarcely paid. Railsteamship lines scarcely paid. Railways were being extended into new parts of the country in advance of population. With foresight, far ahead of their fellows, a few capitalists and legislators saw that this policy was a pro-They had taken gressive and wise one. the pains to investigate the possibilities of the almost unknown territories within our borders. They dared to 'count their chickens before they were hatched' and to invest millions of dollars of public and private funds for the purpose of transporting settlers to the richest farm lands, the most valuable mines and the most extensive forest areas in the civil-Perhaps some parts of the ized world. country, the new iron arteries were laid in were scarcely civilized; some parts were uninhabited by any human being, but there were possibilities of the most inviting and reassuring character, and, to-day, behold the results!

Lands that a generation ago—some, but a year ago,—were idle, are to-day settled by thousands of young, vigorous and prosperous Canadians. Mines that for ages had been hidden from human knowledge, have been discovered and are yielding gold, silver, copper, iron, etc., for the service of man. Our railway other andtranscontinental lines, while excellent in all their appointments, are almost unable to meet the demand upon their carrying powers, owing to the hitherto unprecedented yield of wheat, produced on our fertile Large quantities of prairie farms. grain do not now accumulate in any centre as they used to do twenty years ago. The great railway elevator systems in the west, and the improved facilities for handling and moving grain in Ontario and eastern Canada, have done away with the inconvenience ex-Besides, perienced in years gone by. Ontario and Quebec provinces are not as extensive wheat growers and exportas extensive wneat growers and exporters now as they were twenty years ago. The opening of the great and immensely productive grain areas of Manitoba and the North-West, made it unprofitable to grow wheat in the older provinces for export. vinces for export. Farmers in eastern Canada, have, in recent years, turned their attention to stock raising, finding Farmers in eastern it much more profitable to grow coarse grains and feed them to cattle and

GRAND TRUNK RAILWAY SYSTEM.

Of the two great railway systems of Canada, the Grand Trunk and the Canadian Pacific, the former is much the older, in fact, it is the oldest railway in the country. The real commencement of what constitutes the present system dates as far back as 1831.

The Grand Trunk is actually made up of about twenty-five lines of road, all operated and maintained under the one management, and extends from Chicago, in the west, to Quebec and Portland, Maine, in the east, covering over four thousand miles, and carrying some seven million passengers, and ten million tons of freight per annum. It has an invested capital of about \$350,000,000, which figures will give the mind some comprehension of its importance and power in developing the Dominion.

Within recent years, the system has been much improved, its earning capacity and efficiency greatly increased, and it is now recognized as one of the great railways of the continent. Its train service has come to be of the very best and receives a great popular patronage from both the United States and Canada.

There are many points of interest along its lines, some of great scenic magnificence, and many that are favorites with sportmen and tourists.

Its connections at Portland, Maine, give it an outlet to the sea, open the year around, affording a direct route from Chicago, drawing from all the great West, through Michigan and Canada, with its network of feeders, and branches drawing one of the richest territories in the continent to the sea, to embark for European ports. Niagara Falls, the 'Highlands of Ontario,' in the Georgian Bay district, the beautiful Muskoka region, the White Mountains of New England, are all features of the Grand Trunk System, and all well known by travellers on both sides of the border.

CANADIAN PACIFIC RAILWAY

The greatest enterprise in all Canada; the one to which the presponding prosperity and development of a country is due more than a other is the Canadian Pacific R way, the great continuous listretching across the continent, frocean to ocean, with a system branches tapping all parts of the minion, and bringing the West a East into profitable communication.

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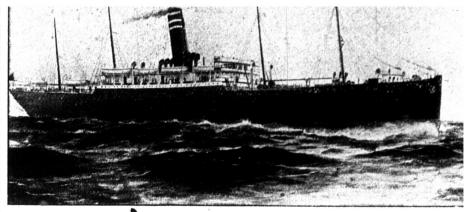
hogs, and even horses, sheep, and fowl; thus improving their flocks and herds and producing meats, butter, cheese and other commodities for which there is a

good demand, at remunerative prices.

Canada is to-day a large and growing export country, with unlimited possibilities before her. Her trans-Atlantic service with Montreal, the commercial metropolis, at the head of ocean naviga-tion, and her Pacific service, between this continent and the Orient, are both efficient and sufficient for present needs, with every prospect of further improvement at a comparatively early date.

MR. H. D. METCALFE.

One of the prominent grain exporters of Montreal is Mr. Henry D. Metcalfe, whose offices are at No. 9 St. Sacrament street. Mr. Metcalfe was educated at the Montreal High School, and entered the Grand Trunk Railway general freight agent's office in Montreal in 1880. From office boy he worked his way up to be claims clerk and was appointed to that position in the Detroit offices. In 1885 he left the service of the Grand Trunk Railway Company, and early in the following year started on a trip around the world. Besides visiting the principal places of interest in the old world, he spent about a year in Australia, and returned to Canada in the fall of 1887. In December of that year he entered the office of Messrs. Alex. McFee & Company, grain exporters, and remained with that firm for eleven years. At the end of that time, December, 1898, Mr. Metcalfe started in business for himself, with offices in Montreal and Winnipeg. Metcalfe is much interested in the grain export business, and is thoroughly posted on every phase of the question. He is a member of the Montreal Board of Trade, the Montreal Corn Exchange, the Chicago Board of Trade (Legano Board of Trade Chicago Board of Trade, the New York Produce Exchange and the Winnipeg Grain Exchange. He was elected vice-president of the Winnipeg Grain Exchange in 1898, president of the Montreal Corn Exchange in 1901, and a member of the Council of the Montreal Board of Trade in 1902.



ELDER, DEMPSTER & COMPANY

'The largest ship owners in Britain,' is the proud distinction claimed by Elder, Dempster & Company, of Liver-They also manage one of the largest commercial houses in the world. The firm originally consisted of Messrs. Alexander Elder and John Dempster, who founded 'The British and African Steam Navigation Company (Limited).' They have long since retired, and Messrs. Alfred L. Jones. K.C.M.G., and William J. Davey, are the present partners of the firm. Sir Alfred L. Jones, the senior partner, is an ardent Imperialist, trader and philanthropist, and has done a great deal for Canadian commerce by establishing the 'Beaver' line of steamers, between Montreal and Liverpool, London and Bristol. Mr. Davey also is a cultured and capable gentleman, imbued with keen business instincts and a wealth of humanity and kindly disposition.

The ships of this company are built for the special requirements of colonial trade and traverse the waters of the north and south Atlantic oceans by the Plate River route, and the Jamaica, New Orleans, Boston, Portland and Montreal routes as well as the highway to West Africa. They can transport army corps or merchandise, live stock or provisions, and have carried whole colonies of settlers from Europe to the

British colonies.

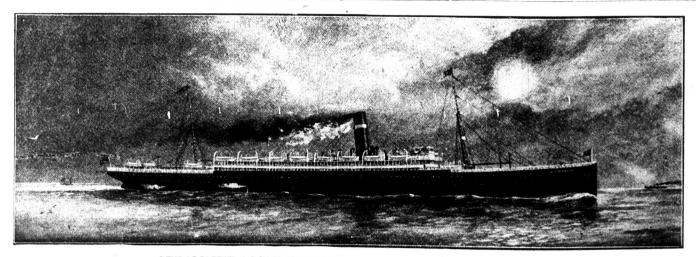
'S SS. 'LAKE CHAMPLAIN.'

The 'African House,' their gr commercial centre and head offices, Water street, Liverpool, is a wonder place.

The company have seven regu tleets besides numerous other irregu sailings to such places as Hambu Bremen, Antwerp, Rotterdam, Hav and Mediterranean ports. Their Ca and Mediterranean ports. Their Cadian or 'Beaver' line fleet, includes ships weekly from Liverpool to Quel and Montreal, in summer, and to Ha fax and St. John in winter, with an gregate tonnage of 56,000; from L don to Montreal and Quebec week Six vessels aggregating 46,000 tons, a from Bristol, to Quebec and Montre weekly, seven ships of 40,000 tons.

The British admirality made good 1

of their vessels as transports for me stores and stock, during the rece South African war, nine steamers h ing been requisitioned for that servi A large number of the company's co manders, officers, engineers and seam are Royal Navy Reservists, which ren ers the fleet particularly valuable to t nation in troublous times. Noth better could be wished for than the Nothi commodation provided passengers their steamships. In fact, in a wornothing has been left undone to ma every department of the transport a passenger service perfect in points efficiency and comfort.



STEAMSHIP 'COMMONWEAL TH,' DOMINION LINE.

The Dominion Line of steamers dates its formation back to 1870. Its steamers ply between Montreal, Quebec and Liverpool, during the summer, while all the year round a regular service is maintained between Boston and Liverpool, and Portland and Liverpool.

Messrs. David Torrance & Co., of 17 St. Sacrament street, are the general agents of the line, with agencies in all large cities of the Dominion.

The company has a splendid fleet of passenger steamers, and the illustration

above, will give the reader an estimate their staunch and palatial character.

The freight service is also first clarand special attention is given to this partment, to make it superior to that any other line. Six vessels are employ of the good ship 'Commonwealth,' given in the Montreal freight service alone.

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The total number of miles operated under this system, either directly or under traffic agreement amounts to about ten thousand. It is the road par excellence of all the world.

A passenger can travel continuously, from ocean to ocean, over this line. Entering the car at Halifax or St. John, is carried through to Vancouver, without change, and then can be transferred to one of the company's ships and proceed to the points of the Orient.

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CANADIAN EXPRESS COMPANY.

The Canadian Express Company, as it is known to-day, was established over fifty years ago, by the late Benjamin P. Cheney, under the name of Cheney, Rice & Co. It was operated in a small way until 1865, when it was incorporated as the 'Canadian Express Company,' and began branching out until it now operates on the following lines of railway: Grand Trunk, Canada Atlantic, Quebec & Lake St. John, Canada Eastern, Midland, of Nova Scotia; Central Ontario, Bay of Quinte R. & Nav. Co., South Shore, Temiscouata, Intercolonial, Lake Erie & Detroit, Great Northern, Sydney & Louisville, Prince Edward Island, Cumberland P. & C. Co., Brockville, Westport & S. S. M., Salisbury & Harvey, and the Gilsonburg, Lake Erie & Pacific.

& Pacific.

The company has nearly one thousand offices throughout the cities and villages of Canada; maintains a tri-weekly service to Liverpool, England, enabling it to handle business for all parts of the world.

In 1891, the money order system was inaugurated which has been a marked success, and orders are issued, payable at all points. Exceptional facilities for the collection of notes, drafts and accounts at very low rates is a strong feature of the business.

The general offices of the company are located in the handsome new office building of the Grand Trunk Railway System, Montreal.

Mr. Chas. M. Hays, general manager of the Grand Trunk Railway, is president of the company and James Bryce.

Mr. Chas. M. Hays, general manager of the Grand Trunk Railway, is president of the company, and James Bryce, who has been many years in the service of the company has been vice-president and general manager since 1896, during which time the company has made marked improvement in its facilities and general business.

QUEBEC SOUTHERN RAILWAY.

One of the greatest projects under way for the development of Canadian resources and industrial prosperity is the one planned and now under way by the Quebec Southern Railway.

A line from the Great Lakes to Liverpool, England, is the ultimate end of the plans under way by this company. They will provide for the rail route with their own line to the ports of the Great Lakes and the ocean voyage with their own vessels. The subway at Montreal is a feature of the route.

The products of the great North West, the shipping interests of the lakes, the richness of the Dominion will be made to contribute to the support of this great enterprise.

The Quebec Southern Railway is now known as the direct route between Quebec, Levis, all points in the Richlieu Valley, and Burlington, Rutland, Troy, Albany, New York, Boston, Worcester, and all New England points. Connections are made with the Rutland railroad, affording passengers direct and through transportation between these points.

It is as well the all rail route to Abenakis Springs, the 'Carlsbad of Canada.' The water from these springs rivals those of the celebrated Carlsbad

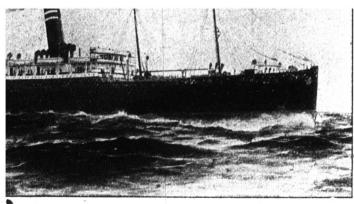
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ER & COMPANY

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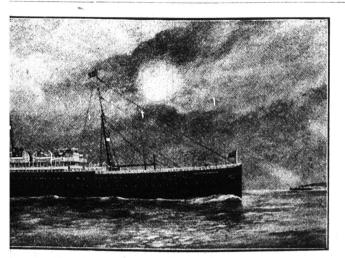
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The British admirality made good use of their vessels as transports for men, stores and stock, during the recent South African war, nine steamers having been requisitioned for that service. A large number of the company's commanders, officers, engineers and seamen are Royal Navy Reservists, which rend-ers the fleet particularly valuable to the Nothing nation in troublous times. better could be wished for than the accommodation provided passengers on their steamships. In fact, in a word, nothing has been left undone to make every department of the transport and passenger service perfect in points of efficiency and comfort.



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The freight service is also first class, splendid fleet of d the illustration monwealth,' given and special attention is given to this department, to make it superior to that of any other line. Six vessels are employed in the Montreal freight service alone.

generally recommend them for the cure of many diseases:

The Abenakis Hotel, open from June to September, affords splendid accommodation for 200 guests, and is a veritable anglers' paradise.

Information obtainable by addressing A. H. Harris, general traffic manager,



MR. JOHN TORRANCE.

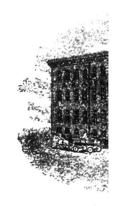
Mr. Torrance is at the head of the firm of Messrs. David Torrance & Co., No. 17 St. Sacrament street, Montreal, general agents for the Dominion Line of steam-

ALEX. McFEE & COMPANY.

Messrs. Alex. McFee & Company, of Montreal and Winnipeg, are among the leading grain dealers and shippers of the Dominion. Mr. McFee, the head of the firm, has been in the grain ex-porting business for the past twentyfive years, and has an intimate knowledge of the grain trade of this country. Mr. McFee has been connected with the Montreal Board of Trade, the Corn Exchange, and other leading commercial and financial bodies for years past. He was for two years president of the Corn Exchange, has been a member of the council of the Board of Trade for two years, and was this year elected president of that organization. He is a member of the permanent Western Grain Standard Board of Manitoba and the North West. Mr. McFee believes that Montreal is destined to get a large share of the Canadian grain trade of the future. The western wheat belt is filling up rapidly, and business from the Canadian North West is developing to very large proportions. The Canadian route should, and, he considers, will, with increased and improved railway, elevator and shipping facilities and moderate rates, be the popular route to Europe. It is the shortest and most direct outlet for Canadian products, and dealers are practically able now to supply the demand from England at any time of the year at almost uniform rates and on short notice. The grain export business has become a more legitimate business than formerly, nothing being now shipped that is not sold. The risk connected with the business is thus reduced to a minimum.

Commissioner, and have been greatly gerators and cool a been installed in the eral steamship lines and cheese are lan tion at the various ain. This is espe and the results der ments have been factory.

When the Depar seriously undertook ing a cold storage be adequate to the of the commerce in it was at once appa should be made as in three respects. buildings where the cold storage on rai tion to the ports and, lastly, cold stables, for the safe ducts and landing t in Great Britain. yet, careful expend purpose of assisting and the railway co charge for the car cheese should not b per than that alre the Government w



The first cheese worth mentioning c in the year 1864. Mr. A. A. Ayer can early in 1867 he laid the butter and chees carried on by Messri pany (Limited). business was establ joined by Mr. John business was carried of A. A. Ayer & (when a joint stock under the style of pany (Limited), N W. W. Pickett and a large interest and business. This firm butter and cheese b bers are all practi with all the develop that have been exp ness from its incept time. From the first thi

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s evidence that character counts for success in journalism."

So says the Ottawa 'Journal,' a pap what it costs to maintain a high jou

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ted in the handsome new office ding of the Grand Trunk Railway em, Montreal.

r. Chas. M. Hays, general manager he Grand Trunk Railway, is president of the company and Inner Brysse. of the company, and James Bryce, has been many years in the service he company has been vice-president general manager since 1896, during th time the company has made ked improvement in its facilities general business.

EBEC SOUTHERN RAILWAY.

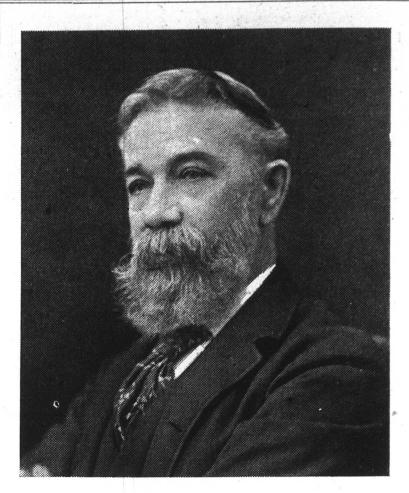
ie of the greatest projects under for the development of Canadian urces and industrial prosperity is one planned and now under way the Quebec Southern Railway. line from the Great Lakes to Liver-England, is the ultimate end of plans under way by this company.

will provide for the rail route their own line to the ports of the t Lakes and the ocean voyage with own vessels. The subway at treal is a feature of the route.
e products of the great North
t, the shipping interests of the

the richness of the Dominion will ade to contribute to the support of great enterprise.

e Quebec Southern Railway is now vn as the direct route between pec, Levis, all points in the Richlieu ey, and Burlington, Rutland, Troy, ny, New York, Boston, Worcester, all New England points. Connecare made with the Rutland railaffording passengers direct and 1gh transportation between these

is as well the all rail route to akis Springs, the 'Carlsbad of akis Springs, the 'Carlsbad of da.' The water from these springs s those of the celebrated Carlsbad



MR. ROBERT MEIGHEN.

President of the Lake of the Woods Milling Company (Limited.) The Lake of the Woods Milling Company (Limited), is one of the greatest industries in Canada. Their mills at Keewatin and Portage La Prairie bave a daily capacity of 5,000 barrels, and their registered brand of flour, 'Five Roses,' is recognized by the trade generally as being the finest grade manufactured.

The headquarters of the company is in the C.P.R. Telegraph Chambers,

Montreal, and Mr. Robert Meighen, the president of the company, is one of the

DAIRY DEPARTMENT.

city's most influential citizens.

For more than twenty-five years the attention of the trade, as well as of the farmers of Canada, has been concentrated upon the manufacture of cheese. To-day, the name of Canadian cheese has come to indicate perfection, the world

During the last few years it has become evident that Canada has reached a limit of output sufficient to supply the English market at a paying price. The trade has, consequently, been urging farmers, all over Canada, to turn their attention to the manufacture of butter. sult has been a very large increase in this direction, such, indeed, that it is probable the total receipts in Montreal for 1902, will reach the grand total of between 700,000 and 800,000 packages. The quality of Canadian butter has also improved to such an extent that it is now a worthy competitor with the finest makes received on the English market.

In connection with the growth of the butter and cheese industries, it must be stated that the Government has, for years, been fostering exportation, and

the expense of fitting up insulated compartments on the steamships, and guaranteed to the steamship companies earnings on the space occupied by these compartments as well, the earnings from such charge, of course, to be credited to the amount guaranteed by the Government. From this beginning the service was extended, and arrangements were also made for providing mechanical refrigeration on seventeen steamships, leaving Montreal for ports in Great Britain during the season of 1897. Arrangements were also made with the railway companies to run refrigerator cars, fully iced, on the main lines leading to the shipping ports of Montreal, Quebec, St. John and Halifax, no extra charge being made to the shipper for the improved service. Later, cold storage was also introduced into the creameries, so that the butter and cheese would be kept in good condition before shipment, as well as during transit. These facilities, par-ticularly in the handling of butter, have been improved upon, from year to year, with the result that the packages of butter carried, in cold storage, from the port of Montreal, jumped from 227,863 packages in 1990 to 410,893 packages in 1901.

nerally recommend them for the cure many diseases.

The Abenakis Hotel, open from June September, affords splendid accommotion for 200 guests, and is a veritable glers' paradise.

nformation obtainable by addressing H. Harris, general traffic manager,

ontreal.



MR. JOHN TORRANCE.

Ar. Torrance is at the head of the firm Messrs. David Torrance & Co., No. 17 Sacrament street, Montreal, general nts for the Dominion Line of steamos.

ALEX. McFEE & COMPANY.

dessrs. Alex. McFee & Company, of ntreal and Winnipeg, are among the ding grain dealers and shippers of Dominion. Mr. McFee, the head the firm, has been in the grain exting business for the past twentyyears, and has an intimate knowge of the grain trade of this country. . McFee has been connected with the ntreal Board of Trade, the Corn change, and other leading commercial I financial bodies for years past. He s for two years president of the Corn change, has been a member of the neil of the Board of Trade for two rs, and was this year elected presint of that organization. He is a mber of the permanent Western in Standard Board of Manitoba and North West. Mr. McFee believes t Montreal is destined to get a large re of the Canadian grain trade of future. The western wheat belt illing up rapidly, and business from Canadian North West is developing very large proportions. The Canavery large proportions. The Canan route should, and, he considers, with increased and improved rail-, elevator and shipping facilities and derate rates, be the popular route to cope. It is the shortest and most ect outlet for Canadian products, and lers are practically able now to supthe demand from England at any e of the year at almost uniform rates on short notice. The grain export iness has become a more legitimate iness than formerly, nothing being v shipped that is not sold. The risk nected with the business is thus re-

ed to a minimum.

Commissioner, and his efficient staff, have been greatly appreciated. Refrigerators and cool air compartments have been installed in the vessels of the several steamship lines, so that both butter and cheese are landed in splendid condition at the various ports in Great Britain. This is especially true of butter and the results derived from recent shipments have been correspondingly satisfactory.

When the Department of Agriculture seriously undertook the task of providing a cold storage service, which would be adequate to the proper development of the commerce in agricultural products, it was at once apparent that this service should be made as complete as possible, in three respects, cold storage at the buildings where the products were held; cold storage on railways for transportation to the ports for ocean shipment; and, lastly, cold storage on the steamships, for the safe carriage of the products and landing them in good condition in Great Britain. With a liberal, and, yet, careful expenditure of money, this purpose of assisting both the steamships and the railway companies, so that the charge for the carrying of butter and cheese should not be greater to the shipper than that already quoted; in fact, the Government went so far as to pay

ings of 24 steamers, with cold storage, from the port of Montreal, most of these made several voyages each. Refrigerator cars, fully iced, also ran to Montreal, from fifteen points on the Canadian Pacific Railway, sixteen on the Grand Trunk Railway, two on the Quebec Central Railway, two on the Intercolonial Railway, six on the Canada Atlantic Railway and one on the Quebec & Lake St. John Railway. Six of these ran once a fortnight, and the other thirty-six weekly, and all without extra charge to the shipper.

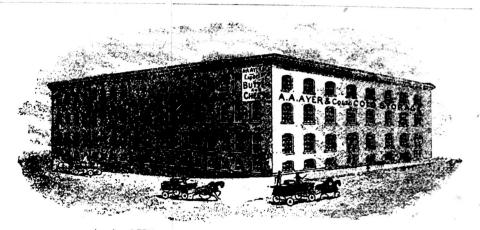
The following tables show the value of the exports of butter and cheese for the years 1896 to 1901, inclusive:—

BUTTER.

1896							 .8	1,052,089
1897								2,089,173
1898								2,046,686
1899	٠.							3,700,873
1900								5,122,156
1901	٠.							3,295,663

CHEESE.

1896													\$13,956,571
1897							٠.						14.676.239
1898	•	•	•	•	•							•	17,572,763
1000	•	•	•	•	4	•	•	•				•	16,776,765
1900	•	•	•	٠	•	•		•	•	•	•	•	19,856,324
1001	•		•	•	•	•	•	•	•	•	٠	٠	20,696,951



A. A. AYER & COMPANY (LIMITED).

The first cheese factories in Canada worth mentioning commenced operations in the year 1864. In the following year Mr. A. A. Ayer came to Montreal, and early in 1867 he laid the foundation for the butter and cheese business at present carried on by Messrs. A. A. Ayer & Company (Limited). A short time after the business was established Mr. Ayer was joined by Mr. John McKergow, and the business was carried on under the name of A. A. Ayer & Company, until 1899, when a joint stock company was formed under the style of A. A. Ayer & Company (Limited), Messrs. J. H. Scott, W. W. Pickett and A. J. Ayer taking a large interest and active part in the business. This firm has grown with the butter and cheese business and its members are all practical men, conversant with all the developments and necessities that have been experienced in the business from its inception until the present time.

From the first this firm have confined themselves strictly to the wholesale trade. While they both buy and sell in all the provinces in the Dominion the bulk of their business consists of exports

to Great Britain. They were the first company to sell Canadian butter and cheese outright to the English market on what is known in commercial circles as 'c.i.f.' terms, and the business has been continued strictly on that basis up to the present time. The firm buy their butter and cheese direct from the producers, whether farmers or factorymen, and sell direct to the distributors in Great Britain. They have been for many years the largest exporters of butter and cheese in Canada, and their annual turnover now amounts to over half a million packages, valued at about five million dollars. They expect, now that the new direct service to South Africa has been arranged, to be the first and largest shippers of dairy produce to that colony. The premises occupied by this company consist of three large buildings extending across the block between St. Paul and William streets, and having the principal shipping entrance on St. Henry street, which runs the length of the east side. These premises are specially fitted up for the cooling of every box of cheese and the freezing of every package of butter handled by the company.

REFRIGERATION

Montreal has cold storage facilities second to none in the world.

The application of the modern science of thermodynamics has done more than any other one thing towards stimulating dairying interests in Canada. The ice man and the ice house are quite familar to most people of the passing generation, but the art or science of preserving food products and other perishable goods in their natural condition by means of cold storage, the refrigeration being produced by artificial means, is a comparatively new one. By this means, butter, cheese, poultry, eggs, meats, fruits, vegetables; innumerable classes of articles, in fact, may be preserved in perfectly sound condition for a long period and transported on land or water, in the warmest climates we know of, from the place of production to the home of the con-

It has been said by some one who has made inquiry that there is, in the history of the customs of men, no parallel for the present system of refrigeration which is rapidly coming into such general use. What was considered, a few years ago to be a luxury is to-day one of the necessaries of life, commercial life, at any rate. Our grandfathers salted and smoked and jerked the meats they wished to preserve for future use, and our grandmothers, and mothers, too, pickled and preserved; but these methods of providing dainties or necessaries for the day when they would be out of season are liable to become lost arts as artificial refrigeration becomes more general. Weathy people now put their furs and other garments in cold storage in the summer months to keep them from the moths and other destructive agents. Merchants have, in certain instances, placed metals that had become wet and were liable to rust or corrode, in cold storage until they were able to dry and polish the goods, when they were found to be as good as the day they were made.

Twenty years ago, and less, ice from the lakes and streams of our northern country provided the refrigeration mostly employed in the preservation of food, but naturally the operations under these ircumstances were limited and the period for storing perishable goods was restricted. The temperatures obtained were not below 36 degrees Fahrenheit. By the use of ice with salt freezing temperatures could be had, but the method was very expensive. Most of the objections to the system of natural refrigeration are done away with in the artificial system.

The successful application of the principles of thermodynamics to the business of preserving perishable merchandise in ts natural condition rivals in importance any of the achievements of modern science in the wide realm of the world's comforts and economics. The benefits of this system will be noted with in-

borne, Murray and Young streets, and include about one million cubic feet of storage space. Their refrigeration represents the melting of about two hundred tons of ice every twenty-four hours. The company was established in 1896. There are both free and bonded wargrooms in connection, and a spur of the Grand Trunk Railway runs into a shed at the south end of the warehouse, making the shipping facilities all that could be desired.

The regrigerator plant employed is that known as the Linde-British system, the system which is now in almost universal use and which is considered the best yet introduced. This is the system which has been adopted by the Dominion government, in connection with both the railway and steamship cold storage plants, which have been installed recently. The government stored their exhibits of apples, honey, maple sugar, cheese, butter, etc., in the rooms of the Union Cold Storage Company while awaiting shipment for Paris, Cork, Glasgow and Wolverhampton, and everything opened on the other side in perfect condition. Their plant is one of the most perfectly equipped in Canada, and accommodation is afforded for all kinds of merchandise with separate apartments for every class of goods.

The company's cause address is 'Unicold,' and its services are at the disposal of importers as well as exporters, for all kinds of dutiable or free goods. The executive is an able and influential one, Mr. J. T. Wilson, of Wilson, Paterson & Co., being president, and Mr. Wm. Strachan, Mr. Wm. Mann, Mr. C. F. Smith, Mr. T. Harling, and Mr. A. Piddington, directors, with Mr. W. D. Aird, as general manager and secretary-treasurer.

THE MONTREAL WAREHOUSING COMPANY.

The Montreal Warehousing Company was incorporated in 1869. It provides terminal facilities or storage room for the Grand Trunk Railway Company at Montreal for grain and flour. One warehouse facing Wellington street has a capacity of 400,000 bushels of grain and 60,000 barrels of flour. The other, also a grain elevator, has a capacity of 600,000 bushels of grain. It is situated on Mill street. Both of these premises at certain seasons of the year are taxed to their utmost capacity, and are of the greatest value to the Grand Trunk Railway. In fact, such accommodation is an absolute necessity to an ocean port like Montreal. Mr. Charles M. Hays, general manager of the Grand Trunk Railway, is president of the company; Mr. W. M. Ramsay is vice-president, Messrs. John W. Loud, William Wainwright and Frank M. Morse are the directors, and Mr. Geo. H. Hanna manager and secretary.

A. A. MACDOUGALL & CO.

A. A. MacDougall & Co., manufacturers' agents and commission merchants, have their sample rooms at 528 St. Paul street. This firm is one of the well known suppliers of woollen goods to the wholesale dry goods and clothing trades. They commenced business in 1890, having succeeded 'The Dominion Tweed and Wool Company,' with whom Mr. A. A. MacDougall was formerly employed.

THE CANADIAN DAIRY SUPPLY COMPANY.

Canada has during the last decad advanced with rapid strides to the fron rank among the dairy producing coun tries of the world. To supply machiner and other requisites for this great and growing industry, the Canadian Dair Supply Company was organized in 189 by the late Mr. Frank Wilson and Mr Joseph Ward. The present member of the firm are Messrs. Joseph War and J. S. Clunie. The company' offices and warerooms are at 12 d'Youville square, Montreal, where the keep a full supply of all kinds o machinery and utensils in use in butte and cheese factories.

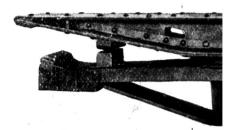
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SIMPLEX RAILWA

Simplex Bolster and Bra



Works : ST. HENRY, P.Q. and HAMMOI Sales Offices : NEW Y terest in connection with several business notices which follow. What with refrigerator cars, refrigerator sections in ocean steamships, and cold storage warehouses in this and foreign countries, the possibilities that lie before us in the matter of commerce in perishable goods are beyond conception. The benefits to ourselves in other respects from the general use of artificial refrigeration will be better food, the enjoyment of the products of all climes and all seasons in our homes whenever we desire them, and the saving of goods which otherwise would perish in a few days.

THE CANADA COLD STORAGE COMPANY (LIMITED).

The Canada Cold Storage Company (Limited) was organized and incorporated in 1900 with a capital of \$500,000. The ground area of their warerooms is estimated at 150,000 square feet, and their storage and refrigerating capacity at over two million cubic feet, making it one of the largest concerns of the kind in the Dominion. The Company's offices and refrigerating warerooms are on William street, and are consequently conveniently situated for the storage of commodities which may be required from day to day by city merchants, as well as goods in transit for export or ship-ment to Canadian points. The refrigerating apartments are arranged to suit every variety of goods, and the temperatures can also be regulated so as to keep the different commodities in the best condition at all seasons of the year. The company have patrons all over the Dominion, from the far west to Prince Edward Island. A very large staff is employed in connection with the plant and storage operations. Besides the refrigerating chambers used for the storage of shipments in transit and placed here only temporarily, the company supplies refrigeration for several firms occupying retrigeration for several firms occupying adjoining premises. Among these are Messrs. A. A. Ayer & Co. (Limited), Lovell & Christmas, D. A. Macpherson & Co., Hodgson Bros., F. Duckett, Jas, Alexander, A. J. Brice, J. A. Vaillancourt, the White Packing Company, W. Nivin & Son, A. W. Grant and many others. Several million packages are cooled by this company during a yearcooled by this company during a year. They have a 750-horse power plant, which is run day and night during the warm season. The system used is what is known as the 'brine' system or Linde patent, in which ammonia and chloride of calcium are the refrigerating agents. It is claimed that lower temperatures an be obtained by this method than by the use of salt.

Mr. R. P. McLea, of the well-known firm of J. & R. McLea, commission merchants, is president and managing director of the company. The company's rates are very moderate, and every attention is paid to the interests of their patrons. Every part of the service is

complete and up-to-date.

THE UNION COLD STORAGE COMPANY (LIMITED.)

One of the largest and most important cold storage plants in Montreal, is that of the Union Cold Storage Company. The company's office is at No. 8 Young street; their warehouses occupy a block, bounded by Wellington, Col-

ployed. Among the firms of manufacturers represented by A. A. MacDougall & Co., are the following:—

Wm. Clark & Son, West Flamboro. Dufton & Sons, Stratford. Dufton, Sons & Waterhouse, Mitchell.

Dutton, Sons & Waterhouse, Mitchell Francis & Brazeau, Pakenham. Glover Bros., Leeds, England. D. Graham & Sons, Inglewood.

Logan Bros., Renfrew.
S. Myers & Sons, St. Mary's.
Ontario Blanket Company, Colling-

Waterhouse & Bradbury, Ingersoll. Wolfram & Co., Hamburg.



MR. HUGH PATON.

THE SHEDDEN FORWARDING COMPANY (LIMITED.)

The name of the Shedden Forwarding Company, (Limited), is a familiar one throughout the Dominion, and more especially to the residents of cities and towns along the Grand Trunk Railway System. They are the cartage agents for this system, and engage as contractors, warehousemen, forwarders and carriers for all classes of shippers.

The head office of the company is at 1812 Notre Dame street, Montreal, with branches in Canada at St. Hyacinthe, Cornwall, Kingston, Toronto, Hamilton, Guelph, Brantford, London, Windsor, Winnipeg, etc., and are represented in the United States by 'The Shedden Cartage Company,' (Limited), with head offices at Detroit, Mich.

The business of this company has developed most rapidly within recent

The business of this company has developed most rapidly within recent years as its advantages become better known by the merchants and shippers along the line of this great railway sys-

Mr. Hugh Paton, of Montreal, is the president, and under his progressive management the company has attained its most rapid advancement. Mr. Paton is one of the influential business men of the city of Montreal, and his able judgment and energy is used in the direction of many enterprises tending to increase the prestige of the city and country in the business world.

JAMES J. RILEY & SONS.

Marine Insurance, Montreal.

In the early 80's Captain James Riley was associated with the late I Jackson Rae in the marine insurar business, and upon the death of t gentleman, Captain Riley succeeded the representative of the various mar insurance companies. He was an act figure in Montreal marine insurance of cles until 1893, when he left for N York to assume the management for United States of the Mannheim Ins ance Company, leaving the Montr business in charge of his son, Mr. Jo E. Riley, who, in the following year, v joined by Mr. James J. Riley, jr. Th latter gentlemen now constitute the fi as Captain Riley recently retired fr

active business.

For the last twenty years, this fi have been closely identified with the Lawrence trade. They were among first to grant insurance against all ri of mortality, jettison, and washing ov board on the, then, growing business shipping live stock to England. The were the first to introduce to the mill of western Ontario the special 'all risclause on flour and, on the developm of the egg export business, the very scial protection now granted to sushippers. Their business is, by no mean confined to the St. Lawrence, as the have over one hundred agents under, a reporting to them throughout the tetory extending from Newfoundland British Columbia.

Messrs. Riley & Sons have connecting with the oldest and best marine officer England and on the Continent, and in a position to insure any marine very ture, whether hull, freight, or any scription of cargo. They have facilition those of the 'Cunard,' White St. 'Leyland,' 'Allan,' and American, and ther lines, of protecting interest up \$200,000. They are in a specially advergeous position to know the requirements of both importers and exported and to grant them the best possible protection. The Messrs. Riley were educated in Montreal, and, upon leaving the H School, entered the marine insurabusiness. They are members of Montreal Board of Trade and are identically with various athletic and socilubs.

THE BRADSTREET COMPANY.

Established in 1849, the Bradstr Company, after half a century of s cessful operations as a mercantile agen stands before the public as an exam of what 'system,' 'fidelity' and 'h esty' can accomplish. To these th principles it owes its wonderful devel ment and high reputation. Realiz that the reputation of a business made by its performance and not by prospectus, the Company has aimed be fruitful in its accomplishmen rather than lavish in its promiss.

It is the representative of the business of the second control of the business of the second control of the second

ness men of every community, and engaged solely in ascertaining and s plying facts, upon the strength of wh business may be done with intelligen

Young streets, and nillion cubic feet of refrigeration repreabout two hundred enty-four hours. The shed in 1896. There onded warerooms in spur of the Grand into a shed at the warehouse, making s all that could be

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government stored pples, honey, maple, etc., in the rooms Storage Company pment for Paris, Volverhampton, and n the other side in heir plant is one of quipped in Canada, is afforded for all ise with separate v class of goods. de address is 'Uniare at the disposal

as exporters, for or free goods. The and influential one, f Wilson, Paterson ent, and Mr. Wm. Mann, Mr. C. F. rling, and Mr. A. 3, with Mr. W. D.

WAREHOUSING

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construction.

THE G. A. HOLLAND & SON CO.

The business at present conducted by the C. A. Holland and Son Company of Montreal was established by the late Mr. G. A. Holland, on Notre Dame street, in 1843, and came under the management of Mr. C. C. Holland in 1882. Their purchasing and selling field now includes Japan, Germany, Austria, Italy, France, Belgium, Great Britain, the United States, and all parts of Canada. The originality of their enterprises and their unique methods of advertising have been prominent features in the development of their business. Their two large and attractive stores at 2411 and 2413 St. Catherine street are taxed to the utmost to meet the demands of their ever-increasing trade. Their position in the wall paper line is such that manufacturers offer them goods at the lowest prices obtain-ed by United States jobbers, doing a business of over a million dollars a year. This enables the firm to appoint over two hundred sub-agents to represent them in the large towns throughout Canada in wall papers. They purchase their toys, dolls and fancy goods from the leading firms in Europe. The basket department shows evidence of success in every particular. By importing their willows and other raw material, and manufacturing their own goods, they easily lead the trade in this line. Their games section covers 175 different lines. The leading feature of their sporting goods department is the lactices business. They supply wholesale houses with lacrosse goods in large quantities. This firm have erected some magnificent decorations on the municipal buildings in Montreal and Toronto on the occasion of great demonstrations, notably in connection with the visit of the Duke of York, the return of Sir Wilfrid Laurier from the Diamond Jubilee, &c. They are the Canadian representatives of Messrs. James Pain and Sons, fireworks manufacturers, of London and New York. They carry a large stock of fireworks, and are in an unrivalled position for giving Lyro rechrical displays.

SIMPLEX RAILWAY APPLIANCE CO.

Simplex Bolster and Brake Beams Susemihl Roller Side Bearings.



Works: ST. HENRY, P.Q. and HAMMOND, IND.

Sales Offices: NEW YORK, CHICAGO, MONTREAL and ST. LOUIS.

INTERNATION

The Internation

was successfully or ed to do business had spent three y that would meet th Its plans of opera partures from old corporated, and with experienced of wealthy directors. ers, agents and tr capital. The pres is Mr. Thomas N. Robert Mackay of F. McKinnon of T dians on the Exec total number of five. Eleven othe and sixteen United on the board of di The general office in New York city offices are in the Building, Toronto Building, Toronte Pacific Railway Montreal, the latoffice for Canada. is the general man Stewart was with surance Company at their head office and latterly at th inspector. He is a al manager of th Canada, and is en the responsible po been called upon The rating book for Canada is a hundred and fifty 125,000 names. curate and comple before attained by are no blank ratir plements are issu for the purpose conformation. The

MILTON L. H

pany's ratings is

simplest, and yet

sive, ever devised.

features of the gr

giving credit have the International

which never exists

cantile Agency.

Is a public Anal his chemical labora analyses and invest chemical problems James street, Mon largest and best eq Canada. Part of consists in making come troubles in cesses and also to ducts from factorie

Mr. Hersey is i court by advocates dence on chemical a specialty of ans about seventeen y teen years experier

As consulting ch Pacific Railway. 1 firms of manufac-y A. A. MacDou-ollowing:— West Flamboro. tford.

terhouse, Mitchell. Pakenham. England.

Inglewood. t. Mary's. ompany, Colling-

bury, Ingersoll. aburg.



PATON.

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company has dey within recent es become better ints and shippers great railway sys-

Montreal, is the his progressive pany has attained ement. Mr. Paton il business men of and his able judged in the direction ending to increase ty and country in

JAMES J. RILEY & SONS.

Marine Insurance, Montreal.

In the early 80's Captain James J. Riley was associated with the late Mr. Jackson Rae in the marine insurance business, and upon the death of this gentleman, Captain Riley succeeded as the representative of the various marine insurance companies. He was an active figure in Montreal marine insurance circles until 1893, when he left for New York to assume the management for the United States of the Mannheim Insurance Company, leaving the Montreal business in charge of his son, Mr. John E. Riley, who, in the following year, was joined by Mr. James J. Riley, jr. These latter gentlemen now constitute the firm as Captain Riley recently retired from

active business.

For the last twenty years, this firm have been closely identified with the St. Lawrence trade. They were among the first to grant insurance against all risks of mortality, jettison, and washing overboard on the, then, growing business of shipping live stock to England. They were the first to introduce to the millers of western Ontario the special 'all risks' clause on flour and, on the development of the egg export business, the very special protection now granted to such shippers. Their business is, by no means, confined to the St. Lawrence, as they have over one hundred agents under, and reporting to them throughout the territory extending from Newfoundland to British Columbia.

Messrs. Riley & Sons have connections with the oldest and best marine offices in England and on the Continent, and are in a position to insure any marine venture, whether hull, freight, or any description of cargo. They have facilities on those of the 'Cunard,' 'White Star,' 'Leyland,' 'Allan,' and American, and other lines of the control of other lines, of protecting interest up to \$200,000. They are in a specially advantageous position to know the requirements of both importers and exporters, and to grant them the best possible protection. The Messrs. Riley were educated in Montreal, and, upon leaving the High School, entered the marine insurance business. They are members of the Montreal Board of Trade and are identified with various athletic and social

THE BRADSTREET COMPANY.

Established in 1849, the Bradstreet Company, after half a century of successful operations as a mercantile agency. stands before the public as an example of what 'system,' 'fidelity' and 'honesty' can accomplish. To these three principles it owes its wonderful development and high reputation. Realizing that the reputation of a business is made by its performance and not by its prospectus, the Company has aimed to be fruitful in its accomplishments, rather than lavish in its promises.

It is the representative of the business men of every community, and is engaged solely in ascertaining and sup-plying facts, upon the strength of which business may be done with intelligence, and, therefore, with every reasonable assurance of success.

The Bradstreet Company has no interest in the result which the facts thus supplied may produce. Its real intent is found in representing the good name of all worthy business men by supplying correct information concerning their standing and thus defending them from those, who, from selfish motives may, perhaps, have uttered libels or hinted doubts, or through indifference or ignorance detracted from them deserved

The executive offices of the company are at 346 and 348 Broadway, New York. The capital and surplus is \$1,-500,000. The company has offices in the principal cities of the United States, Canada, Europe, Australia, South Africa and Japan. Its Canadian offices are and Japan. Its Canadian offices are located in Montreal, at 1724 Notre Dame street; in Quebec, Que.; Toronto, Hamilton, London, Ottawa, Ont.; Winnipeg, Man.; Vancouver, B.C.; St. John, N.B.; and Halifax, N.S.

The marked success which has attended the enterprise of Montreal business men shows that they have been governed by a high order of intelligence and integrity, and it is justly said of Brad-street's, that it has contributed, in no small degree, to the steady and healthy development of their commercial enterprises.

SPRAGUE'S MERCANTILE AGENCY.

The business of collecting bad debts or doubtful claims is one that requires great tact, skill and experience, and the system employed by the Sprague Mer-cantile Agency, of Montreal, is one which has stood the test of seventeen years' operation and proven an unparralleled success. This agency was established and incorporated in December, 1900, with a paid up capital of \$100,000. The local board of directors is composed of the following gentlemen:—The Hon. Robert Mackay, president; Ald. G. W. Sadler, Mr. James P. Dawes, Mr. John Macfarlane, Mr. Chas. Chaput, Mr. James Robinson, all of Montreal, and Mr. W. P. Bainbridge, of Trenton, N. J. Mr. H. Grenville Temple is the secretary and general manager of the agency occupying the suite of offices No. 601 Merchants' Bank building, St. James street, Montreal. The agency has branch offices in Toronto, Chicago and New York City. Their clients are composed of two thousand chartered banks in the United States and Canada besides thousands of wholesale and manufacturing firms, retail merchants and professional men. The agency also does considerable business for English exporting houses having connections in Canada.

The local office staff consists of the manager, the superintendent of the claims department and eight stenographers, while there are fourteen agents in the field from Ottawa to Newfoundland, which is the territory in care of the Montreal office. Collections have been made by this agency in Australia, South Africa, France, Germany, England, the West Indies, the United States and Mexico. Their facilities for finding debtors and collecting money are unsur-passed by any other organization in Canada.

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C. W. LINDS

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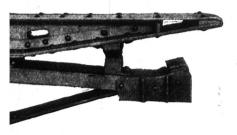
BEUTIUN.

THE G. A. HOLLAND & SON CO.

The business at present conducted by the C. A. Holland and Son Company of Montreal was established by the late Mr. G. A. Holland, on Notre Dame street, in 1843, and came under the management of Mr. C. C. Holland in 1882. Their purchasing and selling field now includes Japan, Germany, Austria, Italy, France, Belgium, Great Britain, the United States, and all parts of Canada. The originality of their enterprises and their unique methods of advertising have been prominent features in the development of their business. Their two large and attractive stores at 2411 and 2413 St. Catherine street are taxed to the utmost to meet the demands of their ever-increasing trade. Their position in the wall paper line is such that manufacturers offer them goods at the lowest prices obtained by United States jobbers, doing a business of over a million dollars a year. This enables the firm to appoint over two hundred sub-agents to represent them in the large towns throughout Canada in wall papers. They purchase their toys, dolls and fancy goods from the leading firms in Europe. The basket department shows evidence of success in every particular. By importing their willows and other raw material, and manufacturing their own goods, they easily lead the trade in this line. Their games section covers 175 different lines. The leading feature of their sporting goods department is the lactices business. They supply wholesale houses with lacrosse goods in large quantities. This firm have erected some magnificent decorations on the municipal buildings in Montreal and Toronto on the occasion of great demonstrations, notably in connection with the visit of the Duke of York, the return of Sir Wilfrid Laurier from the Diamond Jubilee, &c. They are the Canadian representatives of Messrs. James Pain and Sons, fireworks manufacturers, of London and New York. They carry a large stock of fireworks, and are in an unrivalled position for giving pyrotechnical displays.

APPLIANCE CO.

e Beams iihl Roller Side Bearings.



K, CHICAGO, MONTREAL and ST. LOUIS.

INTERNATIONAL MERCANTILE AGENCY.

The International Mercantile Agency was successfully organized, and commenced to do business after its promotors had spent three years devising methods that would meet the demands of the age. Its plans of operation are radical departures from old methods. It was incorporated, and commenced operations with experienced officers, well known and wealthy directors, a large staff of reporters, agents and travellers and \$2,000,000 capital. The president of the company is Mr. Thomas N. McCauley. The Hon. Robert Mackay of Montreal and Mr. S. F. McKinnon of Toronto are two Canadians on the Executive Committee, the total number of this committee being five. Eleven other prominent Canadian and sixteen United States financiers are on the board of directors.

The general offices of the company are in New York city, while the Canadian offices are in the Confederation Life Building, Toronto, and the Canadian Pacific Railway Telegraph Building, Montreal, the latter being the head office for Canada. Mr. W. T. Stewart is the general manager for Canada. Mr. Stewart was with the Canada Life Assurance Company for a number of years at their head office in Hamilton, Ont., and latterly at the Montreal office as inspector. He is a brother of the general manager of the Sovereign Bank of Canada, and is eminently qualified for the responsible position which he has

been called upon to fill.

The rating book of the 'International'

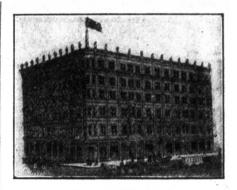
Ine rating book of the International for Canada is a volume of about six hundred and fifty pages, and contains 125,000 names. The ratings will be accurate and complete to a degree never before attained by any agency. There are no blank ratings, and revision supplements are issued every sixty days, for the purpose of securing up-to-date information. The 'key' to this company's ratings is claimed to be the simplest, and yet the most comprehensive, ever devised. A great many new features of the greatest value to firms giving credit have been introduced by the International Mercantile Agency which never existed before in any Mercantile Agency.

MILTON L. HERSEY, M.A. Sc. (McGill).

Is a public Analyst and Assayer, and his chemical laboratories for commercial analyses and investigations of commercial chemical problems, located at 146 St. James street, Montreal, are probably the largest and best equipped private ones in Canada. Part of his professional work consists in making investigations to overcome troubles in manufacturing processes and also to utilize the waste products from factories.

Mr. Hersey is frequently called into court by advocates to give expert evidence on chemical matters. He has made a specialty of analytical chemistry for about seventeen years, and has had thirteen years experience as a public analyst.

As consulting chemist of the Canadian



QUEEN'S HOTEL.

HOW TO SEE MONTREAL.

In order to thoroughly enjoy a visit to Montreal, one must have comfortable and convenient quarters, and these cannot be had anywhere better than at the 'Queens' — Montreal's only fire-proof hotel.

This house, which since the spring of 1901 has been under the management and proprietorship of Messrs. Fuchs and Raymond, has been completely overhauled and put in perfect order. The furniture has been renewed, the dining-room done over, electric generators installed; in a word, the whole establishment has been brought up to the highest pitch of perfection.

The 'cuisine' is well looked after also, and the fact that the patronage of this house is largely and rapidly increasing, speaks more than words of the comforts which guests enjoy when they stop at the 'Queen's,' which, by the way, owing to the richness of its decorations, has been surnamed the 'Bijou Hotel of Montreal.'

Well Situated.—The situation of the 'Queen's,' Montreal is ideal. Built on

Well Situated.—The situation of the 'Queen's,' Montreal, is ideal. Built on the corner of St James and Windsor streets, it is near all the principal business and pleasure resorts—the banks, post-office, churches, theatres, the Grand Trunk and Canadian Pacific Railway depots—and being also on the principal street car routes, any part of the city can be easily reached from the 'Queen's.'

The Hotel is entirely on the American plan, and the rates are from \$2.50 to \$4.00 per day. Fuchs and Raymond, proprietors.

STE. CUNEGONDE.

The growing suburb of Ste. Cunegonde is in the direct line of the city's growth, and has a future assured of great commercial importance. This city within the greater city of Montreal owes much of its importance to its distinguished citizen, Mr. G. N. Ducharme, who has been instrumental in establishing the waterworks, paving its streets, organizing its fire and police departments, extending the street railways, lighting facilities and many other features that go towards enhancing the value of property, increasing the population and the comforts of life.

Mr. Ducharme has been Secretary of the School Commissioners, post master, city clerk, councillor, and in 1896 was elected mayor, a position which he held until last year, when he resigned from active participation in municipal affairs.

Mr. Ducharme is an ardent advocate of annexation that would bring Ste.

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As consulting chemist of the Qanadian Pacific Railway, Mr. Hersey has served the company for over ten years.

He is retained as analyst by the City of Montreal, and his duties include the analysis of foods of all kinds offered for sale in the city. His excellent work in this direction is widely known.

In February, 1901, the government of the Province of Quebec decided to open a bureau for testing ores and minerals at as nearly cost price as possible, as an aid to the development of the mineral resources of the Province. The Honorable Adélard Turgeon, who was then Minister of Mines and Crown Lands in the Parent Government, arranged to open the bureau in Montreal, and Mr. Milton Hersey was appointed Provincial Analyst, and placed in charge, with office at 146 St. James street, where it now is.

Mr. Hersey's services are often sought to assist in settling disputes about damaged cargoes of merchandise arriving at

the port of Montreal. In the chemical and bacteriological examination of waters, Mr. Hersey has had a very large experience; but the field of his investigations also embraces lubricants, burning oils, paints, varnishes, foods, liquors, urine, cements, fuels, iron, steel, ores, minerals, bullion, etc., and the examination of mineral properties.

C. W. LINDSAY (LIMITED).

One of the most prominent and popular piano and organ houses in the province is that known as C. W. Lindsay (Limited), of 2366 St. Catherine street, Montreal. The business was started very modestly twenty-seven years by Mr. C. W. Lindsay, the present president of the company. By sheer force of persistence, backed by personal integrity and good pianos, the business By sheer force has grown to its present large proportions. Mr. Lindsay had the initial advantage of a practical training in tuning and manufacturing, and the knowledge acquired in this way enabled him to select the very best instruments of vari-He has repreous makes and grades. sented such prominent makers as Chickering & Sons, Heintzman & Co., D. W. Karn & Co., Howard, of Cincinnati, and Steinway & Sons; and the assortment of all of these makers' instruments, carried upon the company's floors is large and varied.

The company occupy spacious and elegant premises on St. Catherine street, one door east of Peel street, with a handsomely appointed branch establishment at the corner of St. Hubert and St. Catherine streets, and has branch stores in Ottawa, Quebec and Three Rivers. The capital is \$400,000, all paid up, which is an ample guarantee of re-

sponsibility. Mr. Lindsay is ably assisted in the management by Mr. H. H. Godfrey, the well-known writer and composer, was for many years connected with the management of some of the greatest piano manufacturing houses in Toronto. The tuning department is superintended by Mr. H. R. Hale, who is probably the best known piano expert in the trade, and famous for the artistic quality of his work. The staff are all personally well-known in the best musical homes in the city, among whom are Messrs. Hale, Edward, Larue, Champoux and Flynn. The hiring of pianos forms a large and important element in the firm's business.

of annexation that would bring Ste. Cunegonde and other suburban towns

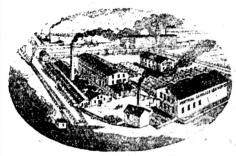
into a greater Montreal.

In the business world Mr. Ducharme occupies a high position. He was among the founders of the Standard Light and Power Company and the Citizens' Light and Power Company. He is a director of the Jacques Cartier Bank, and president of the Banque Provinciale.

MR. B. E. McGALE.

Manufacturing Pharmaceutical and Dispensing Chemist.

When one gets a prescription from a physician, one likes to know that it will be carefully filled, and that with pure Confidence in the family druggist is next in importance to confidence in the family physician. Mr. B. E. McGale, whose place of business at 2123 Notre Dame street, corner of Maple ave., is so well known in the west end of the city, is a thoroughly competent and reliable chemist and druggist. The principal part of his business consists of dispensing physicians prescriptions, and Mr. McGale filling private formulas. is one of those enterprising business men who believes in being up-to-date in everything connected with his business. He keeps a complete stock of drugs and chemicals, physicians' supplies, patent medicines, toilet articles, dyes, and druggists' sundries. His store is always attractive, and customers are always sure of getting good value for their money. Mr. McGale is a licentiate of the Pharmaceutical Association of the Province of Quebec, and established himself in business in Montreal about twentyseven years ago.



MONTREAL CARRIAGE LEATHER COMPANY.

The Montreal Carriage Leather Company, whose works are situated on St. Ambroise street, St. Henri, is one of the largest firms in Canada manufacturing carriage furnishings. Mr. J. Alexander Stevenson, proprietor of the business, commenced the manufacture of carriage and patent leather in 1886. In 1891 the business had grown to such an extent that it was found necessary to The establisherect a new tannery. ment of the company now comprises ten buildings, occupying an area of about eighty thousand square feet. The tannery has a capacity for tarming and finishing four hundred bides a week. The goods manufactured by this company are known to the trade as the 'Stag' brand, and comprise patent and enamelled feather, carriage top leather, landeau and dash leathers, fancy colored buffings. One of the firm's specialties is a large variety of all kinds and colors of upholstering leathers for carriages and railway cars.

Druggists and Jewellers

MESSRS. KERRY, WATSON & CO.

The wholesale drug business of Messrs. Kerry, Watson & Company was founded by Mr. Joseph Becket about 1810, and after several changes of ownership, took its present firm name in 1872, when Mr. John Kerry, who had been connected with it since 1849, took Mr. D. Watson into partnership.

Mr. Kerry died in 1896, and the retirement of Mr. Watson, two years ago, left Mr. W. S. Kerry the sole proprietor. For over forty years the firm have occurrence of the sole o pied their present premises at 351 St. Paul street, in addition to which they have mills, laboratory and storehouses on St. Jean Baptiste street, where Mr. John Harper is manager.

A policy which has always been adhered to by this firm is the handling of pure ed to by this firm is the handling of pure goods. In their mills they grind nothing either for themselves or others that is not strictly pure. They carry a complete list of drugs, chemicals, and druggists' sundries, including many lines of

their own manufacture.

In London, Ont., there is a branch house under the management of Mr. James Mattinson, where the trade from Western Ontario is looked after. Between the two houses some twelve travellers are employed, covering Ontario, Quebec and the Maritime Provinces. The firm have always taken much interest in all pharmaceutical affairs, Mr. John Kerry having been among the originators of the Pharmaceutical Association, and a charter member of the College of Pharmacy, and the present owner has served both on the Association and College boards, and was for some years an examiner for the former body.

The Wholesale Druggists' Association this year has chosen from this house occupants for its two most important offices, Mr. Kerry being president, and Mr. Mattinson of the London office, secre-

LEEMING, MILES & COMPANY.

the Prominent among wholesale firms, manufacturing and dealing in proprietary medicines, drugs and and druggists' sundries, chemicals, per-fumes, grocers' sundries, etc., is the firm of Messrs. Leeming, Miles & Com-This business Montreal. founded in 1870 by the late Mr. Thomas Leeming, whose death occurred early in the present year. In 1895 the business was extended and a partnership was formed, the present members of which are Mr. Henry Miles, of Montreal, and Messrs. Joseph Leeming and Thomas Leeming, of New York. The Montreal office is at the corner of Notre Dame street and St. Lambert hill, and the New York office at 73 Warren street. The latter connection is known as Thomas Leeming & Company.

The annual output of the firm amounts to \$300,000 and the imports amount to

Lyman, who, in partnership with Dr. Lyman, who, in partnership with Dr. Wadsworth, started the business about 1800. In 1805 the firm was dissolved, and Mr. Lyman continued alone, under the name of Lewis Lyman & Co., dealing in drugs and hardware. In 1815 he sold out the drug business to I. H. Day, and the hardware to F. B. Gelston & Co. Subsequently the drug business was purchased by Messre Hodge & Lyman who chased by Messrs. Hedge & Lyman, who had begun a new business in 1819. The later changes of firm name being Wm. Lyman & Co., in 1836; Lymans Savage & Co., in 1855; Lymans, Clare & Co., in 1860, and Lyman, Sons & Co., in 1879.

The firm does a large business, and in conjunction with the allied house of 'The

conjunction with the allied house of 'The Lyman Bros. & Co..' (Ltd.), of Toronto, cover the whole country from the Atlan tic to the Pacific, including Newfoundland. The firm at present consists of land. The firm at present consists of Mr. Henry H. Lyman and Mr. Arthur Lyman, and the representatives of the late Mr. Henry Lyman.

The firm carries the largest stock of drugs, fine chemicals and druggists' sundries in the country, and have departments devoted to chemical and assay apparatus for colleges, schools, mining companies and assayers, and to surgical instruments and hospital supplies. A large staff of travellers canvass the trade throughout the country, and the house holds many foreign agencies.

The business is carried on in three large warehouses at 380-386 St. Paul street, the office being handsomely appointed and hung with portraits and diplomes and a result of the street of the st diplomas, and a case of silver and bronze medals awarded their manufactures at nearly all the great exhibitions, including a silver medal awarded their perfumes at

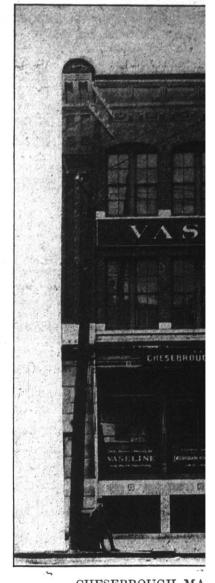
the Paris Exhibition of 1900.

The firm also carries on a drug and spice milling business at 44 Prince street, and have a fine laboratory in connection with their warehouse on St. Paul street.

EVANS AND SONS (LIMITED.) Wholesale Druggists, Montreal.

Foremost among the wholesale drug houses of the Dominion, is the estab-lishment of Messrs. Evans and Sons (Limited), of Montreal and Toronto. This firm is intimately connected with those of Evans, Sons & Company, of Liverpool, England; and Evans, Lescher & Webb, of London, England; and has important branches in New York and Toronto. The directors of the Canadian house are partners in the English connections. Mr. A. Bickerton Evans is the managing director for the Canadian and United States business. It will be seen that the firm is one of world-wide operations and reputation, and possesses advantages as a consequence.

The firm's first connection in Canada was established in 1860, when they bought out the wholesale and retail business of Messrs. Lamplough and Campbell. The retail department was



CHESEBROUGH MA

The Chesebrough Manufacturing C pany, engaged in the manufacture vaseline, is a New York concern, the business in Montreal is practice a Canadian industry, inasmuch as the vascline preparations intended the Canadian market are manufactu here, and many of the materials of Canadian production. This f was established in 1872. The c pany manufactures the well-known paration 'Vaseline,' which is a standa chemically pure petroleum product tended for pharmaceutical purpo

Asking Mr. Cowan how he accoun for the firm's remarkable success, he plied that the firm had never spared pense or trouble in its efforts to obt the best quality of chemicals possi and had always acted on strict busin principles. These works have been tended from time to time as the mands required, and the capabilities this plant can not be surpassed in nada.

The chief article manufactured is monia, for which there is a large mand in Montreal, and in the loprovinces. Cowan's ammonia is f oue in the above places and its good

to \$300,000 and the imports amount to \$100,000. The firm employ from twenty to forty hands, according to the season of the year, and the business is steadily increasing. Following are the names of a few of the firms and specialties which the company represent:—Seabury & Johnson's, plasters, dressings and pharmaceutical specialties; Henri Nestle's lactated foods; Souchard's chocolates and cocoa; the Mellier Drug Company; Dick & Company's horse and cattle medicines; the Royal Baking Powder Company and several makes of olive oil, tablets, rubber goods, fluid beef, ink, balsam, tooth powder, fine candy, disinfectants, syringes, waxes, soda fountain flavors and imported mineral waters. A thousand other things might be mentioned. Anything in the drug line can be obtained through Messrs. Leeming, Miles & Company.

Commissions in the drug and chemical line are promptly attended to by Mr. Henry Miles, personally. The company possess unequalled facilities for packing and pushing foreign staples and specialties in the Canadian market. They occupy 10,000 feet of floor space in a new warehouse, lighted by electricity; have a bonded warehouse, and personally attend to customs' entries and storage orders.

THE LYMAN KNOX COMPANY (LIMITED.)

In the wholesale drug business of this country, no name, probably, is better or more favorably known than that of Lyman, Knox & Company. Being large importers and manufacturing chemists and druggists, and adhering from the commencement of their business career to the determination to deal in pure goods only, this policy has won for them a prominent place in the wholesale drug business of the Dominion. growth of their business in Ontario was such, that four years ago it was decided to open a branch in Toronto, the capital of that province, and the house now so well known as Lyman, Knox & Clarkson (Limited), was established. This branch which now has become a strong and healthy concern, looks after the greater part of the Ontario business, while the Montreal house attends to the requirements of their customers in Quebec, the Maritime provinces and Manitoba.

The history of this firm has been one of continuous prosperity and expansion. About two years ago, the Montreal firm was organized as a joint stock company, under the name of the Lyman, Knox Company, (Limited). Their offices are on St. Paul street, corner of St. Sulpice street. While keeping always in stock a full line of drugs and chemicals, they make a specialty of druggists' sundries. They have direct connections with manufacturers and producers at the first sources of supply, and are thus enabled to secure the purest goods at the lowest prices. They employ a large staff of travellers.

LYMAN, SONS & COMPANY.

The house so favorably and widely known under the above name has, for the best part of a century, been acknowedged as the leading wholesale drug pusiness of the country.

The original founder was Mr. Lewis Lyman, uncle of the late Mr. Henry

Campbell. The retail department was discontinued and the wholesale business was continued under the firm name of H. Sugden, Evans & Company. firm as at present constituted was formed in 1884, and from that date its progress has been continuous and remarkably rapid. The growth of the firm's business has been such that it recently became necessary to considerably enlarge their premises which now extend through a block 200 feet deep, the com-modious and convenient offices being on St. Gabriel street, and the shipping entrance, laboratories and drug mills being on St. Jean Baptiste street. The ing on St. Jean Baptiste street. firm now have their own large bonded warehouse, while their storerooms are six stories on one street and three stories on the other. Thirteen travellers represent the firm throughout the Dominion.

Messrs. Evans and Sons are agents for such specialties as Montserrat Lime Fruit Juice, Dr. Bark's antiseptic throat pastilles, etc. They are extensive manufacturers of and dealers in pharmaceutical preparations and photographic supplies, in addition to every line of druggists' sundries, staples and proprietary articles.

MR. J. H. HARTE.

One of the brightest and most attractive uptown retail stores in Montreal is the drug store of Mr. J. H. Harte, situated at the corner of St. Catherine and Drummond streets. The business was established in 1892 at the corner of St. Catherine and Metcalf streets, and may be considered an offshoot of the old established business on Notre Dame street, where the proprietor's father has been for 43 years.

In March, 1901, following the trend of trade to the west, Mr. Harte removed to the premises he now occupies. The store has large window space on both St. Catherine and Drummond streets, the large plate glass lending much to the attractiveness of the place. Within, everything is in keeping with the latest and most modern ideas. The store is large and well appointed. All the lines usually sold in first class drug stores are here displayed to the best advantage, and all are of the very highest class.

Mr. Harte's prescription business is now much larger than formerly and he possesses every facility for careful and satisfactory work. Every prescription is double-checked, making mistakes, humanly speaking, impossible.

Running the whole length of the store is a concrete basement for the storage of drug supplies. The locality is one of the best and the business is steadily increasing.

JOHN COWAN'S MONTREAL CHEMICAL WORKS.

This old established business firm, which is widely known throughout the Dominion of Canada, was first put in operation by John Cowan, when he took possession of a warehouse on Dalhousie and Common streets, and converted it into a plant for the manufacture of chemicals.

Through great competition, this firm has risen to its present eminence in the business world, and the name of Cowan's Montreal Chemical Works is a guarantee to the quality of its various products.

ous in the above places and its good in putation is spreading rapidly. Anoth important article manufactured is a soda, the demand for which has increased that this plant is now being enlarged, as is also the plant for the making of soluble oil. Another important commodity is nitrate of iron, which the firm is believed to be though manufacturer in Canada. Oth sundry chemicals are imported chief from England, Germany and the Units States. The firm handles sulphur muriatic, nitric and acetic acids, all anhydrous ammonia for cold storagurposes, wood alcohol, sulphate of coper, muriate of ammonia, sulphate ammonia, black iron liquor, tin crystal Turkey red oil chloride of zinc etc.

Turkey red oil, chloride of zinc, etc.
The Bell Telephone Company, tl
great railway companies and other lar
consumers of sundry chemicals get the
supplies from this firm.

CHARLES E. FROSST AND CO.

Manufacturers of Pharmaceutical Supplies.

Progress in Canada is not confine solely to the development of our naturresources; if we look back only a fe years we were compelled to go abroa



This picture was taken from life an represents the attitude of a dog on hearing the familiar tones of his master voice, reproduced by the gramophone It is the trade mark of the Berliner Gramophone as known the world over.

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lers

tnership with Dr. the business about rm was dissolved, inued alone, under man & Co., dealing e. In 1815 he sold to I. H. Day, and B. Gelston & Co. ; business was purdge & Lyman, who iness in 1819. The name being Wm. 6; Lymans Savage ns, Clare & Co., in is & Co., in 1879. ge business, and in allied house of 'The (Ltd.), of Toronto, ry from the Atlancluding Newfoundpresent consists of and Mr. Arthur esentatives of the

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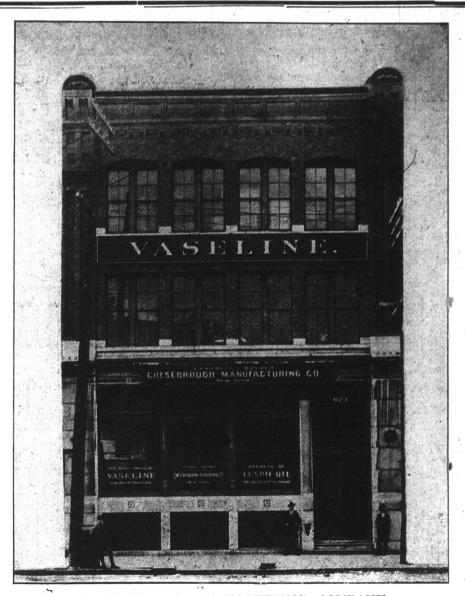
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es on a drug and at 44 Prince street, itory in connection on St. Paul street.

VS (LIMITED.) ists, Montreal.

ie wholesale drug ion, is the estab-Evans and Sons eal and Toronto. ly connected with s & Company, of and Evans, Lesch-lon, England; and hes in New York irectors of the Ca-tners in the Eng-1r. A. Bickerton ig director for the States business. It e firm is one of s and reputation, itages as a conse-

nection in Canada 1860, when they olesale and retail Lamplough and lamplough department was



CHESEBROUGH MANUFACTURING COMPANY.

The Chesebrough Manufacturing Company, engaged in the manufacture of vaseline, is a New York concern, but the business in Montreal is practically a Canadian industry, inasmuch as all the vaseline preparations intended for the Canadian market are manufactured here, and many of the materials are of Canadian production. This firm The comwas established in 1872. pany manufactures the well-known pre-paration 'Vaseline,' which is a standard, chemically pure petroleum product intended for pharmaceutical purposes.

Asking Mr. Cowan how he accounted for the firm's remarkable success, he replied that the firm had never spared expense or trouble in its efforts to obtain the best quality of chemicals possible, and had always acted on strict business principles. These works have been extended from time to time as the demands required, and the capabilities of this plant can not be surpassed in Canada.

The chief article manufactured is ammonia, for which there is a large demand in Montreal, and in the lower provinces. Cowan's ammonia is fam ous in the above places and its good re-

The company is also engaged in the manufacture of many other preparations of vaseline and various articles of the toilet. It also manufactures the more common product 'Petrolatum' for industrial purposes in any requirements of color or melting point. The number color or melting point. The number of hands employed by this company is from 100 to 150, and the capital is \$500,-000. The Canadian branch of the Chesebrough Manufacturing Company has its headquarters and factory at 823 Craig street, Montreal. I Taylor is agent for Canada. Mr. A. M.

for our entire wants in our pharmaceutical business, whereas to-day, most of these lines are manufactured in this country.

Foremost among these firms are Messrs. Charles E. Frosst & Co., Montreal, who, working on strictly ethical lines, have demonstrated that Canadian made pharmaceutical products can equal and even excel many of the foreign The various lines comprise makes. Medicinal Elixirs, Syrups, Compressed Tablets, Soluble Elastic Capsules, Gran-ular Effervescent Salts, Fluid Extracts, Lozenges and many specialties too numorone to enouity

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The demand for Ottawa, the Canad establishment, the a branch store. years this firm's so greatly that th largest retail je firm on the Ame exception one tic design, and honest valu by this firm c sonable prices. diamond trade no

similar house in t Their mail order the established re gives out-of-town c fidence in their and equal advantag personally inspect catalogue which is be sent to intendir cation, and will fu formation. The n Messrs. Henry Bir Henry Birks, B.A Birks.

MILLER

The firm of Mi facturing jewellers street, Montreal, attention to busin with customers a prise, has gained a that any business The business was e Bleury street, in time it was found larger premises up erty at present occ purchased and I Their factory is a Here a large staff are constantly esome of the fin known to the jewe

The growth of moving to St. Cat phenomenal and t sidering the questi ing their premises. ment is one of th in Canada. They carefully selected comprising the 1 watches, gold and and precious ston goods and innun such as are to be jewellery store.

The firm do a las order business bes tail trade. ties of goods to Canada and the they have establis integrity as well quality of their Montreal are alwa their large and va

Messrs. David M ner, the present m experienced and pr ly conversant with the business and their customers wh constantly studyin

Lamplough and I department was | holesale business he firm name of Company. tituted was formhat date its proous and remarkthat it recently considerably enhich now extend t deep, the comt offices being on the shipping end drug mills be-The ste street. wn large bonded storerooms are et and three stonirteen travellers oughout the Do-

ns are agents for Iontserrat Lime antiseptic throat extensive manus in pharmaceuphotographic supery line of drugand proprietary

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The Bell Telephone Company, the
great railway companies and other large

consumers of sundry chemicals get their supplies from this firm.

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Lozenges and many specialties too numerous to specify.

This firm emphasize the fact that their label is a guarantee that quality is the first consideration of all products leaving their laboratory.

HENRY BIRKS & SONS.

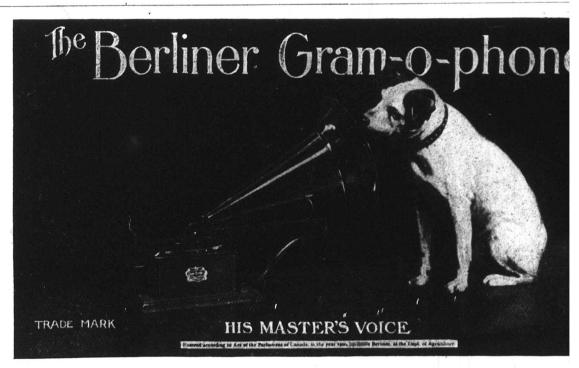
Situated at the corner of St. Catherine street and Phillips square—the commercial centre of Montreal—is the well-known store of Henry Birks & Sons, manufacturing jewellers, gold and silversmiths, diamond merchants, etc. an attractive spot alike for the citizen of moderate means, the owner of an uptown mansion and the wealthy tourist. It is one of Montreal's world-famous spots. Their manufacturing department turns out the finest jewellery, copper-plate engravings, silverware, glass and electro-plated ware to be got in the Dominion, and these goods, together with diamonds, watches, clocks, fancy leathers, embossed stationery and many other articles may be seen in the elegant cases and specially constructed shelving of their large and magnificent store. The store was recently enlarged, giving about double the space previously occupied, al being on the ground floor. About one hundred hands are regularly employ-

their customers who constantly studying

MR. RICHAR

One of the most busy St. James stre by Mr. Richard Her retail jeweller. T tablished by Mr. H ago, and during tha continual evidence of until the firm now 1 own premises the handsome and att show at No. 253 St. their three branch s gives employment to Such goods as canno manufactured in Car bought direct from ers, care being taker designs whenever pocountries of Europ times a year in search ties and improvem enabled, by manufa porting direct, to s profits, and give the tained to their custo

The special lines c ed by this firm inc medals, badges, ste



This picture was taken from life and represents the attitude of a dog on hearing the familiar tones of his master's voice, reproduced by the gramophone. It is the trade mark of the Berliner Gramophone as known the world over.

In May, 1900, the manufacture was begun in Canada of that most wonderful machine which reproduces the human voice so faithfully that it is popularly called the 'talking machine,' or gramophone. So great has been the favor that this entertaining invention has enjoyed, that in two years the output has so increased, that two factories are required to supply the demand. The Gramophones are manufactured at 367 to 371 Aqueduct street, and the records at 2315 to 2319 St. Catherine street, Montreal.

Several hundred skilled mechanics are permanently employed in these factories and receive the highest wages. It has been found necessary to work overtime three nights a week for several months, and, for the remainder of the year, probably every night will be required to overtake the arrears of orders.

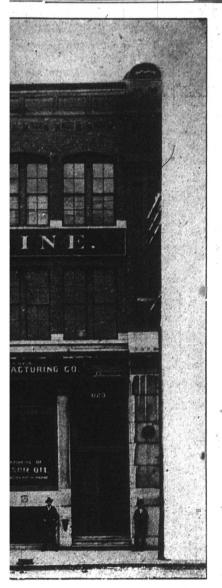
Up to the time of the manufacture of these machines in Montreal the Canadian market was supplied from abroad, and the machine which is now sold at \$15, was, on account of duty and other charges, sold at \$35. Every province in Canada and Newfoundland is now supplied from the Montreal factories. The plied from the Montreal factories. Berliner Gramophone has a world-wide times.

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The premises on consist of show room ping rooms and office

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"The Witness does its duty fully at all events." Bean of Trinity College, Doct Caikin



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ed by this firm, and nearly double that number during the winter holiday season. Their goods go all over Canada and to a large extent to England and the United States.

The demand for this firm's goods in Ottawa, the Canadian Capital, led to the establishment, there, some time ago, of a branch store. During the last five years this firm's business has increased so greatly that they have, become the largest retail jewellery maufacturing firm on the American continent, with one exception (New York). Artistic design, thorough workmanship, and honest values have been made this firm compatible with reaby sonable prices. Henry Birks & Sons' diamond trade now exceeds that of any similar house in the Dominion.

Their mail order business is enormous, the established reliability of the firm gives out-of-town customers absolute confidence in their business transactions and equal advantages with those who can personally inspect their goods. Their catalogue which is issued every fall, will be sent to intending customers, on application, and will furnish all desirable information. The members of the firm are Messrs. Henry Birks, Wm. M. Birks, J. Henry Birks, B.A. Sc., and Gerald W. Birks.

MILLER & BREMNER.

The firm of Miller & Bremner, manufacturing jewellers, of 2325 St. Catherine street, Montreal, is one that by careful attention to business, honorable dealing with customers and up-to-date enterprise, has gained a continental reputation that any business house might covet. The business was established by them on Bleury street, in 1872. In course of time it was found necessary to move to larger premises up town, and the property at present occupied by the firm was purchased and handsomely fitted up. Their factory is at 118 Mansfield street. Here a large staff of skilled workmen are constantly employed turning out some of the finest samples of work known to the jeweller's art.

The growth of their business since moving to St. Catherine street has been phenomenal and the firm are now considering the question of further extending their premises. Their repair department is one of the best equipped shops in Canada. They carry one of the most carefully selected stocks in Montreal, comprising the best lines of clocks, watches, gold and silver ware, diamonds and precious stones, cut glass, leather goods and innumerable fancy articles, such as are to be found in a first class jewellery store.

The firm do a large wholesale and mail order business besides their regular retail trade. The firm sell large quantities of goods to customers throughout Canada and the United States, where they have established a reputation for integrity as well as for the superior quality of their goods. Visitors to Montreal are always welcome to inspect

their large and varied stock.

Messrs. David Miller and James Bremner, the present members of the firm are experienced and practical men, thoroughly conversant with every department of the business and the requirements of

electro-plated goods, enamelled jewel-lery, challenge cups and trophies, etc. The watch making and diamond setting departments are in charge of experts. About one-third of their output is required to supply the demands of their export trade, as they send large consignments of goods to the British Isles, the United States, Australia, New Zealand, etc. Their business has trebled in volume in the lest nine years. in volume in the last nine years.

A leading feature of the business their mail order department, by mea. of which any person, no matter what portion of the Dominion he may live in, can purchase jewellery, watches, diamonds, etc., at the same prices and with the same opportunity of personal selec-tion as a resident in Montreal.

Their well known principle "Money

refunded if goods are not satisfactory in every way" is rigidly adhered to, and is evidence of the firm's confidence in the high quality of the goods they handle.

Christmas catalogue The course of preparation will be larger and more comprehensive than ever. half tone photographic plates give correct representations of the articles referred to, and nearly all of them are full size. The catalogue will be sent free to any address on application as soon as it is ready. Applications made now will be carefully noted.

MR. WILLIAM BRAMLEY, MANU-FACTURING JEWELLER.

Mr. William Bramley, manufacturing jeweller, of 643 Craig street, Montreal, is an extensive manufacturer of gold jewellery, and makes a specialty of gold and diamond rings. Mr. Bramley started in the business he is now successfully carrying on in 1888. Then it was a very modest concern; to-day he em-ploys about fifty hands and the business which has steadily increased from the time of its establishment, has doubled in the last six years.

Mr. Bramley, by turning out the right kind of goods, equal, class for class, to the imported article, has created a mar-ket throughout the length and breadth of the Dominion, that is very gratifying. In the first place he is a practical jeweller himself, then he employs up-todate methods and modern appliances in the manufacture of his goods. He gives his personal attention to the details of design and manufacture. employs only skilled mechanics in his factory. He keeps in close touch with the fashionable European markets, and is thus able to place the latest style of jewellery on the Canadian market ahead

of the imported goods.

Mr. Bramley imports large quantities of unset stones, principally German, French and Belgian goods, which he is in a position to buy at the lowest market prices and furnish the trade at attractive figures. Mr. Bramley's trade is entirely wholesale. In addition to his enormous business in rings of all styles and prices, Mr. Bramley makes some lines of lockets, chains and charms. He finds that the taste of purchasers is gradually coming to appreciate seeds of home reconstructions. ciate goods of home manufacture, and, further, that much more jewellery is being worn now than a few years ago, and the best compliment to Canadian

ar Enervescent Saits, Fluid Extracts, ozenges and many specialties too numous to specify.

This firm emphasize the fact that their bel is a guarantee that quality is the st consideration of all products leavg their laboratory.

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the business and the requirements of their customers whose interests they are constantly studying and anticipating.

MR. RICHARD HEMSLEY.

One of the most attractive stores on busy St. James street, is that occupied by Mr. Richard Hemsley, wholesale and retail jeweller. The business was established by Mr. Hemsley thirty years ago, and during that time he has given continual evidence of his progressiveness, until the firm now manufacture on their own premises the greater part of the handsome and attractive goods they show at No. 253 St. James street, and at their three branch stores. The factory gives employment to 200 skilled artisans. Such goods as cannot be advantageously manufactured in Canada at present are bought direct from foreign manufacturers, care being taken to secure exclusive designs whenever possible. The various countries of Europe are visited three times a year in search of the latest novelties and improvements. The firm is enabled, by manufacturing, and by importing direct, to save all intermediate profits, and give the advantages thus obtained to their customers.

The special lines of goods manufactured by this firm include gold jewellery, medals, badges, sterling silver plate,

er Gram-o-phone. MASTER'S VOICE

2319 St. Catherine street, Montreal. Several hundred skilled mechanics are rmanently employed in these factories d receive the highest wages. It has en found necessary to work overtime ee nights a week for several months, d, for the remainder of the year, proby every night will be required to overte the arrears of orders.

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sale, and the factory in England manufactures 50,000 records a day. Every machine is modern and up-to-date in every respect and a written guarantee is given with each one purchased.

The premises on St. Catherine street consist of show rooms, store rooms, shipping rooms and office accommodation for

twenty clerks.

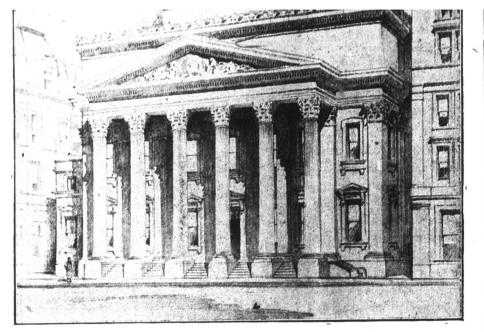
Mr. Berliner who was the inventor of the 'transmitter' in use on every telephone, and of the Berliner Gramophone, resides in Washington, D.C. The Canadian business is carried on by his representative in Montreal, where the success of this popular talking machine has been unequalled by any invention of modern being worn now than a new years ago, and the best compliment to Canadian made goods is the fact that they are rapidly replacing the imported article.

AN OPEN LETTER

FROM PROMINENT DIVINE TO LEADING NEWSPAPER.

(To the Editor of the 'Witness.') Sir,—A certain leading divine of Ontario, when criticising the newspapers of Toronto, complained that during the late fight in that province about the 'Referendum,' the majority of them had nothing positive at all to say on the matter, which had led him to the conclusion that the ordinary 'daily' no longer has any opinions on subjects of public interest, but like telephones and telegraph wires, are mere transmitters. There is a certain amount of truth in this state. Not only is this the case, but in many instances the matter is even worse. Some papers only have opinions when paid to express them. If a sufficient amount of the 'filthy lucre' is brought forward they can be induced to have very decided and very strong opinions upon almost any subject. There is one paper, however, we are glad to say, which 'none of these things can move.' It has its opinions upon every public question, and upon all occasions, it is ready to utter them with a fearlessness and a candor which must commend it to every right-thinking man. This newspaper is the Montreal Daily Witvess,' published by John Dougall & Son. The 'Witness' makes for righteousness and truth regardless of cost and consequences. It stands four square to every wind that blows. It has principles (which is a somewhat rare thing for a newspaper to have in these days) and by these principles it is prepared to stand or fall. Personally, I value the 'Witness' for many things. I like it because of the reliability of its news. I am also partial to the 'Witness' because of its educative influence. Every subject of interest is there discussed in strong, vigorous, fearless editorials, and better still, all are dealt with from a Christian standpoint. These editorials bear the stamp of a high order of literary merit, and almost a painful conscientiousness. It is indeed a refreshing thin in these days, when men talk of the 'almighty dollars' as if it were Almighty, to find a newspaper whose principles go right down through the pocket, and whose owners are willing to sacrifice for 'conscience sake.' There are papers that publish religious things because these may secure for the paper an entrance into homes from which they would otherwise be excluded. But the religion of the 'Witness' permeates the whole paper. Long may it live, abundantly may it prosper, and long may it be spared to inform, educate, inspire and uplift humanity.
Yours, very sincerely,

(Signed), REV. W. D. REID, B.D., B.A.



FRONT OF BANK OF MONTREAL BUILDING AS IT WILL APPEAR WHEN COMPLETED DURING THE COMING YEAR.

stitutions in the Dominion, but there is no jealousy within their ranks if the Bank of Montreal is termed the parent and leader of them all.

The city of Montreal is, indeed, forcunate to be the seat of such a gigantic influence as is exercised by an institution so powerful and commanding as his bank. It has carried the name and ame of the city into the uttermost quarters of the globe. Its solidity has come to be a part of the city's good forcunc. It has been born of the city and has lived to nourish and honor its parent.

Founded eighty-five years ago it has prospered and increased, until to-day it possesses a capital of \$12,000,000 and a reserve fund of \$8,000,000, the most co-ossal, until recently, of any bank in the American continent.

This immense aggregation of capital has been so handled and manipulated that to-day the Bank of Montreal is cooked upon as having the strength of a pation and the solidity of an empire.

nation and the solidity of an empire.

Its liberal policy has had much to do with the shaping of the policies of other inancial institutions throughout the Dominion, and it has thus been the most powerful factor outside our great railway systems, and their very life has been nourished by this bank, in promoting and developing the resources of our country.

Branches of the bank are maintained in the more important cities throughout the Dominion as well as in London, England, and New York City.

All legitimate banking business is invited. Its facilities are, as must be supposed, unsurpassed.

The Montreal Clearing House returns are equal to those of all the other clearing houses of Canada combined; a great percentage of this business comes from the Bank of Montreal alone, proof of its popularity and strength.

The present general management which is under the direction of Mr. E. S. Clouston, has been most conspi-

business men: H. Montague Allan, Esq., president; Jonathan Hodgson, Esq., vice-president; J. P. Dawes, Esq., Robert Mackay, Esq., Thos. Long, Esq., C. R. Hosmer, Esq.; C. F. Smith, Esq.; Hugh A. Allan, Esq., Bryce J. Allan, Esq.; Thos. Fyshe, general manager; E. F. Hebden, superintendent of branches and chief inspector; W. M. Ramsay, manager.

THE MOLSONS' BANK.

The marked advance in the prosperity of the Molsons' Bank during recent years was splendidly illustrated in the report of the forty-seventh annual meeting of that institution which was held on Oct. 20 last. The capital of this bank is \$2,500,000; its surplus amounts to \$2,250,000 or ninety percent of its capital. The profits for the past year were over \$350,000, enabling a nine percent dividend and \$100,000 addition to the reserve fund.

The Molsons' Bank maintains forty

The Molsons' Bank maintains forty branches throughout the Dominion, making it one of the great institutions of Canada. Its deposits during the past five years have had a marvellous growth, increasing from \$10,678,985 in 1897 to \$17,097,280 in 1902, an increase of some sixty percent during that brief period. This one point alone will give some estimate of the wonderful growth of Canadian resources, as the chain of Molsons' Bank's extends from Quebec to Vancouver, and embraces the entire county in its report.

To quote the president's remarks at the recent meeting: 'The country has been prosperous; the bank's business has been most carefully attended to, and the securities of the bank in themselves speak of the great care which has been exercised over its business during the

The chief officers of The Molsons' Bank are Mr. Wm. Molson Macpherson, president; Mr. S. H. Ewing, vice-president; Mr. James Elliott, general manager and Mr. A. D. Durnford, chief inspector and superintendent of branchess

ing lines of progress.

The company was incorporated and received its royal charter in London, England, fifty-seven years ago, and its home office is still located in that world's financial centre. Its Canadian offices are at Montreal, Toronto and Winnipeg.

The subscribed capital amounts to \$7,300,000, with authority to increase to \$14,600,000. Its paid-up capital amounts to \$1,581,666 with a splendid reserve fund nearly touching the million dollar mark.

Colonel L. Edye, well-known throughout the Dominion, is the chief representative in Canada, having charge of the Montreal and Toronto departments, while Captain R. D. MacDonnell is located at Winnipeg.

The company draws its funds from the mother country, accepting no deposits, and is always in the market for desirable loans at the lowest rates of interest.

THE EASTERN TOWNSHIPS BANK.

The Eastern Townships Bank, with headquarters at Sherbrooke, Que., was founded in 1859. Much of the prosperity of that district may be traced to the influence of this institution and to the aid it has been able to extend in promoting the resources of that section.

Commencing business Sept. 19, 1859, with \$100,000 capital, it has steadily expanded, until to-day its capital and reserve is over \$3,000,000, and its influence has long ago outgrown the city and district about Sherbrooke, and is row world wide. The original institution has developed into a business controlling sixteen branches. It has become one of the powerful financial factors of the world.

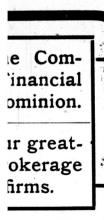
Its business includes all the branches of high class banking. Its policy always liberal and progressive within the bounds of conservative management.

At the last annual meeting, Mr. William Farwell, who had served the Bank as general manager for forty-two years, was elected to the presidency; and Mr. James Mackinnon was appointed general manager.



EASTERN TOWNSHIPS BANK, Sherbrooke, Que.

The chief branch is the one located ir the Temple Building, Montreal, under the supervision of Mr. B. Austin. It ranks with the leading institutions of the city, and numbers its proportion of the best accounts within the city as its customers.



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S' BANK OF CA-DA.

imposing structures treal, located at No. reet, corner of St. ants' Bank Building, I principally by the f this great banking round floor on which inting rooms and the ransacting the local ank, the vaults and if of high class bankilly and handsomely rated as any similar nuntry.

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he Merchants' Bank 300, the rest fund on \$2,700,000, the total s had at that time l figure of \$34,168, of directors includes ninent citizens and



THE SOVEREIGN BANK OF CANADA.

The Sovereign Bank of Canada was so called in honor of King Edward VII. It was incorporated by act of the Parliament of Canada, on May 23, 1901, the year of His Majesty's accession, and commenced business on May 1, 1902, the year of his coronation. It was the first Canadian bank established under the Bank Act of 1890. It was the first Canadian bank to commence business with a reserve fund. It is the only Canadian bank with executive officers in both the provinces of Ontario and Quebec. It has nearly seven hundred shareholders, including some of the most prominent men in Canada and the United States. It has an authorized capital of two million dollars of which \$1,300,000 has been fully subscribed at a premium of twenty-five percent. It is fully equipped and prepared to conduct a general banking business in all its branches.

Commercial letters of credit are issued and sterling foreign and American exchange is bought and sold. The bank possesses special facilities for handling United States business. Current and savings accounts are opened with ladies, minors, and children; ladies acting as treasurers, officers of societies, etc. The tellers of this bank have received instructions to pay out only clean bank notes to ladies, whether customers of the bank or not. Securities, bonds, preferred stocks, etc., can be obtained through this bank as well as information regarding such securities at any time. The head office of the Sovereign Bank is in Montreal, and the executive office is in Montreal, and the executive office is in Montreal. Although a young institution, branches are rapidly being established all over the Dominion. Mr. H. S. Holt, of Montreal, is the president; Messrs. Randolph Macdonald, of Toronto, and James Carruthers, of Montreal, vice-presidents, and Mr. Duncan M. Stewart, of Montreal, the general manager of the bank.

THE TRUST & LOAN COMPANY OF CANADA.

Referring to the great development of the Dominion, its principal factor must come from the soil. The rich agricultural regions within our borders are an ever increasing source of revenue and stability to the country. An institution making the development of this side of our national character easier of accomplishment is justly entitled to its fair share of praise and credit for the part it plays in producing national prosperity. Such a work is one of the principal features of the Trust & Loan Company of Canada.

Its farm loan department has supplied the funds which have enabled the farmer to improve his land and to add to his possession, thus broadening his work and influence, and enabling him to take his place as a producer and substantial factor of our nation.

The company, by furnishing money to the manufacturer, our ambitious young municipalities, and also to religious societies, at a low rate of interest on their approved real estate securities, has promoted advancement along these enduring lines of progress.



MONTREAL BRANCH OF THE CANADIAN BANK Mr. F. H. Mathewson, Manager.

This bank takes a leading position among the strong financial institutions of Canada, and is now the second largest bank in the country. It has a capital of \$8,000,000, its deposits are \$50,000,000, and the total assets are about \$70,000,000. Besides, 67 branches in Canada it has an office in London, England, and the following branches in the United States:—New York, San Francisco, Portland, Or., Seattle, Skagway, Alaska.

The head office of the bank is in Toronto. The Hon. Geo. A. Cox is president of the board of directors, and Mr. B. E. Walker, whose name is so

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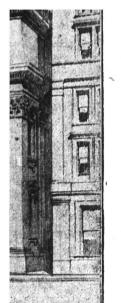
The Montreal been established bers among its cing corporations. The bank occupiters in the Cana of St. James and members of the ding in Montrea ern and Mr. A. Mathewson is m branch.

NATIONAL TRUST COMPANY (LIMITED).

The National Trust Company (Limited), with offices at Montreal, Toronto, Winnipeg and Edmonton, has a capital stock of \$1,000,000 and a reserve fund of \$280,000, and acts as financial agent,

worthy manager are located with of Montreal: on erine street, We No. 2542 Notre West.

MONTREAL C SAVI



WILL APPEAR ZEAR.

intague Allan, Esq., Hodgson, Esq., Dawes, Esq., Rob-Thos. Long, Esq., C. F. Smith, Esq.; ., Bryce J. Allan, general manager; superintendent of inspector; W. M.

NS' BANK.

ice in the prosper-Bank during recent illustrated in the venth annual meeton which was held he capital of this ts surplus amounts ety percent of its s for the past year nabling a nine per-\$100,000 addition to

ik maintains forty it the Dominion, e great institutions sits during the past marvellous growth.),678,985 in 1897 to n increase of some that brief period. will give some eserful growth of Cathe chain of Molls from Quebec to abraces the entire

sident's remarks at 'The country has ne bank's business lly attended to, and bank in themselves are which has been usiness during the

of The Molsons' Molson Macpher-S. H. Ewing, vicenes Elliott, general D. Durnford, chief ntendent of branch-

The company was incorporated and received its royal charter in London, England, fifty-seven years ago, and its home office is still located in that world's financial centre. Its Canadian offices are at Montreal, Toronto and $\mathbf{Winnipeg}$.

The subscribed capital amounts to \$7,300,000, with authority to increase to \$14,600,000. Its paid-up capital amounts to \$1,581,666 with a splendid reserve fund nearly touching the million dollar mark.

Colonel L. Edye, well-known throughout the Dominion, is the chief representative in Canada, having charge of the Montreal and Toronto departments, while Captain R. D. MacDonnell is located at Winnipeg.

The company draws its funds from the mother country, accepting no depo-sits, and is always in the market for desirable loans at the lowest rates of in-

THE EASTERN TOWNSHIPS BANK.

The Eastern Townships Bank, with headquarters at Sherbrooke, Que., was founded in 1859. Much of the prosperity of that district may be traced to the influence of this institution and to the aid it has been able to extend in promoting the resources of that section.

Commencing business Sept. 19, 1859, with \$100,000 capital, it has steadily expanded, until to-day its capital and repanded, until to-day its capital and reserve is over \$3,000,000, and its influence has long ago outgrown the city and district about Sherbrooke, and is now world wide. The original institution world wide. The original institution has developed into a business controlling sixteen branches. It has become one of the powerful financial factors of the world.

Its business includes all the branches of high class banking. Its policy always liberal and progressive within the bounds of conservative management.

At the last annual meeting, Mr. William Farwell, who had served the Bank as general manager for forty-two years, was elected to the presidency; and Mr. James Mackinnon was appointed general manager.



EASTERN TOWNSHIPS BANK, Sherbrooke, Que.

The chief branch is the one located in the Temple Building, Montreal, under the supervision of Mr. B. Austin. It ranks with the leading institutions of the city, and numbers its proportion of the best accounts within the city as its customers.

of \$280,000, and acts as mnancial agent, executor under wills, administrator for executors, trustee for bondholders, transfer agent for stocks and guardian for women and minors.

The company receives in trust sums from \$1,000 to \$100,000 and upwards for investment in high-class securities for terms of not less than six months and not exceeding five years, guaranteeing repayment of principal, with interest thereon, at the rate of four percent. per annum, payable quarterly, semi-annually or annually, as agreed. This form of or annually, as agreed. investment is very suitable to executors, trustees, solicitors and private individuals whose primary object is to secure absolute security rather than high rates

of interest.

The Montreal office, which is in charge of Mr. A. G. Ross, is located at 153 St. James street in well-equipped quarters,

which include safety deposit vaults.

President, J. W. Flavelle, Esq.; vicepresidents, Z. A. Lash, Esq., K.C. and

E. R. Wood, Esq.
The Montreal Board of Directors consists of the following well-known citizens, whose names are a strength to the company:—Mr. James Crathern, director of the Canadian Bank of Commerce; Mr. H. S. Holt, president of the Sovereign Bank; and Mr. H. Markland Molson, director of the Molsons Bank.

THE ROYAL BANK OF CANADA.

Forty of the cities and commercial centres of the Dominion of Canada owe much of their prosperity directly to the Royal Bank of Canada, for this institution maintains that number of branches throughout the country. Many other communities feel its strengthening influence as well, for its enterprise has played a strong hand in the development and progress of which Canadians boast to-day.

The head office is in Halifax, N.S., Thos. E. Kenny, president; Thos. Ritchie, vice-president; Wiley Smith, H. G. Bauld and the Hon. David Mackeen.

The chief executive office is in Montreal where are located E. L. Pease, the general manager; W. B. Torrance, superintendent of branches, and W. F. Brock, inspector.

The bank has a paid up capital of \$2,000,000 and a reserve fund of \$1,700,000. It maintains agencies in Havana, Cuba, New York, N.Y. & Republic, Washington, and correspondents in England, France, Germany Spain, China and Japan, and the principal cities in the United States. It undertakes to perform all the functions consistent with high class conservative banking, and solicits all legitimete functions. and solicits all legitimate financial busi-

Under the direction of Mr. Pease it is fast taking its place among the greatest and strongest institutions of the Domi-

The Montreal branch, which is located in the Bell Telephone Building, corner St. John and Notre Dame streets, is most splendidly equipped to conduct its growing patronage. It is under the local direction of Mr. C. S. Hoare, who has proved himself a most obliging and

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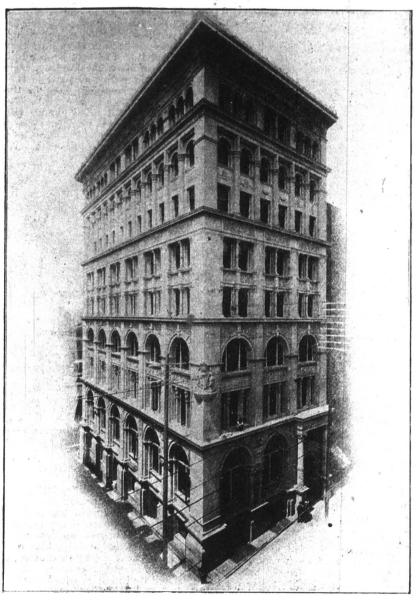
The Montreal (ings Bank was est under the provision liament of 1841, tablishment of an Banks.' Its stor sixty honorary d fifteen were electe In 1870 the amou was \$2,880,760, an positors 9,362. bank decided, in amendment to th scribe the amoun by the governme positors. The M trict Saving Bank corporated under doing business in offige of the bank street, and it has city, as follows: street; 656 Notre Notre Dame stre and Conde street street, corner of l The last annua

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So says the Ottawa 'Journal,' a pawhat it costs to maintain a high i is evidence that character counts for success in iournalism."



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The head office of the bank is in Toronto. The Hon. Geo. A. Cox is president of the board of directors, and Mr. B. E. Walker, whose name is so

well known throughout Canada, fills the position of general manager, in which he is ably assisted by Mr. J. H. Plummer, the assistant general manager.

The Montreal branch of the bank has been established since 1870, and numbers among its clients many of our leading corporations and business concerns. The bank occupies very handsome quarters in the Canada Life Building, corner of St. James and St. Peter streets. The members of the board of directors residing in Montreal are Mr. James Crathern and Mr. A. Kingman. Mr. F. H. Mathewson is manager of the Montreal branch.

NATIONAL TRUST COMPANY (LIMITED).

The National Trust Company (Limited), with offices at Montreal, Toronto, Winnipeg and Edmonton, has a capital stock of \$1,000,000 and a reserve fund of \$280,000, and acts as financial agent,

worthy manager. Two other branches are located within the business districts of Montreal: one at No. 4192 St. Catherine street, Westmount, the other, at No. 2542 Notre Dame street, Montreal West.

MONTREAL CITY AND DISTRICT SAVINGS BANK.

James O'Brien, the Hon. Judge J. A. Ouimet, the Hon. Robert Mackay, Mr. H. Markland Molson, Mr. Michael Burke, Mr. C. P. Hébert, Mr. Richard Bolton, and Mr. G. N. Moncel. Mr. A. P. Lesperance, who has been in the service of the bank for twenty-one years, was recently appointed general manager.

E. H. GAY & CO.

High class securities for investment or speculation is the line of business which has made the name of this house familiar throughout the financial world. There is no firm in the States that can command more confidence from their customers than E. H. Gay & Co., of Boston, New York and Philadelphia. The Montreal house, under the direction of Mr. O. E. Hurd, resident manager for Canada, commands the same prestige in the Dominion the parent house enjoys in the United States. The management has impressed itself upon Canadian financial circles as keen, progressive, up-to-date, and at all times honorable and reliable and alive to the best interests of its clients, and sound in judgment as to desirable securities and investments.

The Montreal office is located in a handsome banking room, on the ground floor of the Standard Building, 157 St. James street. This is in the very heart of the financial and business district of the city, a most desirable location for a firm constantly in touch with the security markets of the world.

Montreal and Canada have nothing but kind words and encouragement for an invasion of firms bringing such energy and progressive ideas into our field as does the firm of E. H. Gay & Co.

Municipal and railway bonds are dealt in chiefly by this company. Yet their close connections with the great financial centres enables them to form most close and conservative estimates on the value of all securities, and their services are much in demand in all legitimate avenues of financing.



Mr. R. WILSON-SMITH.

Mr. R. Wilson-Smith is one of the most prominent men in Montreal. In financial, commercial, municipal, political and social circles he is alike well known and popular.

executor under wills, administrator for executors, trustee for bondholders, transfer agent for stocks and guardian for women and minors.

The company receives in trust sums from \$1,000 to \$100,000 and upwards for investment in high-class securities for terms of not less than six months and not exceeding five years, guaranteeing repayment of principal, with interest thereon, at the rate of four percent, per annum, payable quarterly, semi-annually or annually, as agreed. This form of or annually, as agreed. investment is very suitable to executors, trustees, solicitors and private individuals whose primary object is to secure absolute security rather than high rates of interest.

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The Montreal City and District Sav ings Bank was established in May, 1846, under the provisions of an Act of Parliament of 1841, 'to encourage the establishment of and to regulate Savings Banks.' Its stockholders consisted of sixty honorary directors, from whom fifteen were elected managing directors. In 1870 the amount due the depositors was \$2,880,760, and the number of depositors 9,362. About this time the bank decided, in acordance with an amendment to the Bank Act, to subscribe the amount of capital required by the government to secure the depositors. The Montreal City and District Saving Bank is the only bank incorporated under the Savings Bank Act doing business in Montreal. The head ottige of the bank is at 176 St. James street, and it has five branches in the city, as follows:—1532 St. Catherine street; 656 Notre Dame street; 2312 Notre Dame street; corner of Centre and Conde streets; and 946 St. Denis street, corner of Rachel street.

The last annual report, issued Dec. 31, 1901, showed the volume of business transacted during the year to be \$97,000,000. The assets included cash on

known and popular. He served as alderman for four years and Mayor of Montreal for two years, and was by virtue of that office a member of the Harbor Board, all of which positions he filled with ability and distinction. Mr. Wilson-Smith came to

Montreal from Ireland twenty-four years

ago.

He is perhaps best known as an investment broker, in which business he has a very extensive and valuable connection. He is an authority on insurance and financial matters. He is the publisher of the 'Insurance and Financial Chronicle,' a journal which for twenty-one years has held a foremost place amongst the financial publications of the Dominion. He is an ex-president of the Quebec Press Association. In 1896 he was offered and declined the office of treasurer of the Province of Quebec. He has large interests in several industrial and mercantile enterprises, and is a director of several electric, trust, insurance and other companies. In 1892 he became a member of the Board of Trade, to the Council of which he was elected. In 1898 he purchased a seat on the Montreal Stock Exchange. In 1897 he formed a syndi-000,000. The assets included cash on cate, to which was allotted \$1,250,000 of hand of \$1,191,624; Dominion, provincial, the Fielding loan. He is a life gover-



MONTREAL CITY AND DISTRICT SAVINGS BANK.

municipal and other bonds and debentures, \$7,551,098; other assets and securities, \$6,054,790, making the total assets \$14,797,512, while the bank's liabilities to the public were only \$13,471,761. The amount due depositors was \$13,119,-646, and the number of accounts was 58,121. The whole report was considered most satisfactory by the direc-

The directors are the Hon. Sir William H. Hingston, M.D., president; Mr.

nor of the General Hospital, the Western Hospital, the Notre Dame Hospital, and the Protestant Hospital for the Insane; is a trustee of Bishop's College University and a governor of the Montreal Diocesan College. He is president of the Montreal Horticultural Society and Honorary Lieutenant-Colonel of the 2nd Regiment of Canadian Artillery. There are no charitable institutions or benevolent enterprises in Montreal which have not often been the recipients of his benefactions.

So says the Ottawa 'Journal,' a paper that also knows by experience what it costs to maintain a high journalistic standard. in journalism."



BANK OF TORONTO.

The Montreal building of the Bank of Toronto is one of the most imposing corners in the city, and the building one of the most modern and complete. The bank's quarters are beautifully equipped and handsomely and richly furnished.

The Bank of Toronto has two

branches in Montreal-the above, which is located at the corner of McGill and St. James streets, under the management of Mr. T. F. How, and one at Point St. Charles, under the management of Mr. J. G. Bird.

The bank has a paid up capital of \$2,492,360 and a reserve fund of \$2,592,-360, and twenty branches throughout the Dominion.

THE IMPERIAL BANK OF CANADA.

One of the leading financial institutions of the Dominion is the Imperial Bank of Canada, with headquarters in Toronto and branches scattered throughout Ontario, Quebec, Manitoba, North West Territories and British Columbia. The Montreal office, which is the most important of its branches, is located at 157 St. James street, and is managed by Mr. J. A. Richardson in a manner most satisfactory to the splendid line of clients served by the bank in the metropolis. The capital of the Imperial Bank of Canada is bank in the metropolis. \$2,500,000, augmented by a reserve fund of \$2,125,000, and total assets of over \$25,000,000. Accounts are solicited and opened with other banks, firms, corporations and individuals on the most favorable terms consistent with conservative banking. All lines of legitimate banking business are carried on by this institution with the most favorable facili-

ties for successful execution.

Mr. T. R. Merritt, who succeeded the late Mr. H. S. Howland as president, was the bank's vice-president from its establishment. Mr. D. R. Wilkie, who has been the general manager of the bank from its inception, and to whose ability much of the bank's success is attributed, adds the duties of vice-presidont to those of general manager while

MONTREAL TRUST AND DEPOSIT COMPANY.

The Montreal Trust and Deposit Company was founded in 1890. Lord Strathcona was the first president; Sir Joseph Hickson the vice-president, and Lieutenant-Colonel J. A. L. Strathy the managing director.

The present officers are Mr. George Hague, president; Mr. R. Wilson-Smith, vice president; and Mr. A. M. Crombie, manager. The directors are Messrs.
E. Hanson, A. R. Macdonell, Robert
Archer, F. W. Ross of Quebec, and
Lieutenant-Colonel Prevost.
Mr. Crombie, who succeeded Lieutenant-Colonel Stretches as manager about

ant-Colonel Strathy as manager about two years ago, was formerly manager of the Canadian Bank of Commerce for thirteen years, and of the Merchants' Bank of Canada for seven years.

The offices, vaults and safe are in the basement of the Royal Insurance buildfor the Trust Company at the time the building was erected. In point of strength and safety, and as being burglar, fire and water proof, there are no vaults in Canada to equal these. The care and system exercised in connection with the disciplinary management and deposit of valuables, and the transaction of all business within the apartments, tend to make the Montreal Trust and Deposit Company desirable guardians of valuable papers, jewellery and other articles.

The business conducted by this company includes every kind of trusteeship. They are curators of insolvent estates and administrators of all kinds of estates. They are authorized to give judicial surety in civil cases, requiring otherwise two sureties. They are extees for bondholders, stock transfer agents, and certify to bond certificates, and the investment of money especially for estates. In their burglar-proof vaults ecutors of wills and administrators of for estates. In their burglar-proof vaults, guarded by bolts and bars, locks and men, and their safes with iron and steel doors weighing 16 tons, the whole connected by a complete up-to-date electrical system, with the police, jewels, moneys, gold and silver plate, pictures, commercial books, etc., may be deposited in absolute security. Citizens, and ladies especially, are in-

vited to visit the vaults and inspect the perfect appliances and conveniences for examination of bonds and cutting off coupons which are provided in the company's offices, with a special department for ladies.

It enjoys an annual income of near \$3,500,000, and with the \$15,000,000 an over for the protection of policy holder its business is certain to rapidly increas

The board of directors is an addition guarantee of its high standing, includir as it does, the names of some of the mo as it does, the names of some of the mowealthy and prominent men in the D minion as follows:—The Hon. Geo. Cox, president; J. J. Kenney, vice-pr sident and general manager; the Hos. C. Wood, George R. R. Cockbur H. N. Baird, G. McMurrich, W. Brock and J. K. Osborne.



MR. ROBERT BICKERDIKE, M.I

Mr. Robert Bickerdike, M.P., is an ecellent type of the self-made busine man. Born in Kingston, about fifty yea ago, he came to Montreal when a lad seventeen. His first business enterpri of note was in the pork packing busines later he became a cattle exporter, one the largest in the Dominion. He foun ed the Dominion Abattoir and Sto Yards, the Dominion Live Stock Assı ance Company, the Standard Light as Power Company, the Standard Light at Power Company, is vice-president of t Bank of Hochelaga, was president of t Board of Trade in -1896, a director of t Royal Victoria Hospital, a life govern of the Montreal General Hospital, me ber of the Harbor Commission, and 1 presents the St Lawrence division of t city in the House of Commons.

In addition to the Western Assuran Company, Mr. Bickerdike is general age for the Union Marine Insurance Copany (Limited).



ributed, adds the duties of vice-presilent to those of general manager, while Messrs. Wm. Ramsay, Robert Jaffray, f. Sutherland Stayner, Elias Rogers, ind William Hendrie, names well known in the business world, are directors.

No bank within the Dominion has better facilities for foreign business than he Imperial, having representatives in all parts of the business world.

This bank was founded in 1874, and

This bank was founded in 1874, and malgamated with the Niagara District Bank of St. Catherines in 1875.

BURNETT & CO.

The firm of Burnett and Company, tockbrokers, of 12 St. Sacrament street. vas organized many years ago by Mr. In 1881 Mr. George James Burnett Hampden Smithers entered the firm, and in 1887 he became a partner with Mr. Burnett. Mr. Burnett's death occurred in 1894, when Mr. Smithers became head of the firm. Mr. James Pangman became associated with Mr. Smithers at this time, but the old firm name was retained, and the business has been continued successfully ever since. Mr. G. H. Smithers is a son of the late Mr. Chas F. Smithers, banker, who was president of the Bank of Montreal at he time of his death in 1887. Mr. G. I. Smithers entered the Bank of Monteal in 1879, but after two years left that nstitution for the brokerage business, vhich he has been connected with ever



MR. GEORGE H. SMITHERS,

ince. Mr. Smithers was on the governing committee of the Montreal Stock Exchange for about seven years, occupying the positions of secretary-treasurer, ice-president, and president, retiring rom the latter office last May.

Mr. James J. Pangman is a son of he late Hon. John Pangman, M.P., eigneur of La Chenair. The early part of his life was spent in England, where he received his education. He was connected with the Merchants' Bank of Lanada for a number of years before the need to be a need to b

VAULTS OF THE MONTREAL TRUST AND DEPOSIT COMPANY.

Constantly guarded by watchmen.

THE LIVERPOOL AND LONDON AND GLOBE INSURANCE COMPANY.

One of the greatest building features of the year in Montreal is the splendid structure which the Liverpool and London and Globe Insurance Company is erecting on St. James street, corner Place d'Armes, for its Canadian head-quarters. The cost of the building and ground will approximate \$400,000. It is an eight-story fire-proof structure, and as modern in every equipment as can be made.

This company does well to take this method to express its appreciation of the confidence in which it has ever been held by the citizens of the Dominion. The company was established in 1836 as the Liverpool Insurance Company. In 1848 it became the Liverpool and London Insurance Company, and in 1864, acquiring the business of the Globe Insurance Company, it became and has remained the Liverpool and London and Globe Insurance Company, with the head office of the fire department at Liverpool and of the life department at Lon-Some idea of its strength may be gained from its last annual statement, which shows available assets of \$61,333,-600, while its income from all sources for the year was \$12,193,000, or an average daily income of \$33,400.

In Canada no company has attained greater popularity than the Liverpool and London and Globe. Its affairs in the Dominion are conducted with conspicuous ability and success by Mr. G. F. C. Smith, chief agent and resident secretary at Montreal, who is a gentleman warmly esteemed in the business, financial and social circles of the city.

The company is represented in the best offices throughout the Dominion and the United States, and no fire or life insurance company in the world has the confidence of its policyholders to a greater degree than the Liverpool and London and Globe.

WESTERN ASSURANCE COMPANY. FIRE AND MARINE.

One of the Strongest Purely Canadian Insurance Companies, Represented in Montreal by Mr. Robert Bickerdike, M.P.

With a capital of \$2,000,000 and assets of over \$3,250,000, the Western Assurance Company, represented in Montreal by Mr. Robert Bickerdike, M.P., as branch manager, and C. H. Ronet and R. L. Charlton as city agents, presents a most attractive policy for insurance either fire or marine. The solidity of the company is unquestioned. Its risks are accepted on a most conservative basis, entirely consistent with its safe and able management; and among the world's strongest companies transacting business in Montreal, none are regarded as furnishing any greater security than the Western.

ROYAL INSURANCE COMPANY.

One of the great office buildings of Montreal is known as the Royal Insurance Building, and is located on Place d'Armes square, one of the most advantageous parts of the city and in the heart of the financial, insurance and business district. The building was erected by the Royal Insurance Company, and is the Canadian headquarters for that great English insurance company.

The Royal has had an uninterrupted half century of success, and now stands as the wealthiest organization of its kind in Europe or America. It was established in Liverpool, England, in 1845, and first entered Canada for business in 1851, with Mr. H. L. Ronet as agent. A summary of the Canadian premium receipts for a number of years indicates its growth in the Dominion business. In 1860 the receipts from premiums were \$241,683; in 1880, \$417,150; in 1890, \$552,723, and in 1901, \$814,149.

The present Canadian management consists of Mr. Geo. Simpson, manager; Mr. Wm. Mackay, assistant manager, and Mr. J. H. Labelle, second assistant manager.

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In 1901 the Royal absorbed the Lancashire Insurance Company's business, the latter company going out of existence.

OCEAN ACCIDENT AND GUARAN-TEE CORPORATION, (LIMITED.)

A somewhat remarkable example of the growth and development of Canadian enterprises may be traced in the business of the Ocean Accident and Guarantee Corporation, as carried on in Montreal.

Their plans of insurance are comparatively a modern idea; and the rapid growth is proof positive of their popularity and actual necessity. Accidents cannot be avoided, but the disaster resulting from them can be minimized through insurance. Sickness is inherent to our nature, but the loss and misery is assuaged through insurance. Employers, corporations, municipalities and the individual, one and all, are protected, benefited, strengthened through liability insurance.

The Ocean now in its thirty-third year, is the largest and strongest company of its kind in the British Empire It receives its authority from the Imperial Parliament. It has a capital of £1,000,000 sterling, and a reserve of over

AND DEPOSIT

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are Mr. George R. Wilson-Smith, r. A. M. Crombie, ctors are Messrs. Macdonell, Robert of Quebec, and evost.

succeeded Lieutenis manager about rmerly manager of of Commerce for of the Merchants' even years. nd safe are in the

al Insurance buildvere built to order ly at the time the l. In point of and as being burgroof, there are no equal these. The cised in connection management and nd the transaction n the apartments, ontreal Trust and irable guardians of llery and other ar-

cted by this comaind of trusteeship. i insolvent estates f all kinds of esuthorized to give il cases, requiring es. They are exadministrators of They are trusstock transfer bond certificates, f money especially their burglared by bolts and i, and their safes doors weighing 16 cted by a complete system, with the s, gold and silver rereial books, etc., absolute security. especially, are in-lts and inspect the d conveniences for s and cutting off ovided in the coma special depart-

It enjoys an annual income of nearly \$3,500,000, and with the \$15,000,000 and over for the protection of policy holders,

its business is certain to rapidly increase.

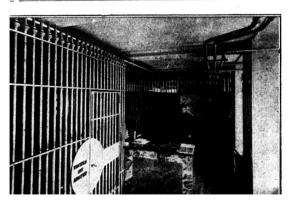
The board of directors is an additional guarantee of its high standing, including as it does, the names of some of the most wealthy and prominent men in the Dominion as follows:—The Hon. Geo. A. Cox, president; J. J. Kenney, vice-president and general manager; the Hon. S. C. Wood, George R. R. Cockburn, H. N. Baird, G. McMurrich, W. R. Brock and J K. Osborne.



MR. ROBERT BICKERDIKE, M.P.

Mr. Robert Bickerdike, M.P., is an excellent type of the self-made business man. Born in Kingston, about fifty years ago, he came to Montreal when a lad of seventeen. His first business enterprise of note was in the pork packing business; later he became a cattle exporter, one of the largest in the Dominion. He founded the Dominion Abattoir and Stock Yards, the Dominion Live Stock Assurance Company, the Standard Light and Power Company, is vice-president of the Bank of Hochelaga, was president of the Board of Trade in -1896, a director of the Royal Victoria Hospital, a life governor of the Montreal General Hospital, member of the Harbor Commission, and represents the St Lawrence division of the city in the House of Commons.
In addition to the Western Assurance

Company, Mr. Bickerdike is general agent for the Union Marine Insurance Company (Limited).



£900,000, placing it among the great insurance companies of the world. come at Dec. 31, 1901, £1,120,358.

come at Dec. 31, 1901, £1,120,358.

The development of the Canadian branch of the business has been little short of phenomenal. Seven years ago, Messrs. Rolland, Lyman and Burnett were given control of this branch, with offices in the Temple Building, Montreal. The business now is Dominion-wide, including the leading manufacturing interests, the largest financial institutions, street railway companies, and many municipalities. The last named are enabled through the provisions of many municipalities. The last named are enabled through the provisions of this company's policies to insure against damage claims through accidents in the streets or other sources, a plan much appreciated by the harassed city offi-

Sickness, accident and liability insurance for the individual are a strong feature of the company's business, and embraces benefits that cannot be overlooked or neglected by the intelligent and progressive man of the day.

LAW, UNION & CROWN INSUR-ANCE COMPANY.

One of the foremost fire insurance companies doing business in Canada is the Law, Union & Crown Company,' of which Mr. J. E. E. Dickson is the Canadian manager and whose Canadian head offices are at 67 Beaver Hall Hill. This company was founded in London, England, the date of its incorporation being 1825. Established on sound business principles and conducted according to conservatively aggressive methods, the company has made steady progress wherever the ramifications of its agencies have extended. Following are a few of the countries in which this company has agencies successfully established: — France, Germany, Holland, Belgium, Burmah, Ceylon, India, Africa, China, Japan, Korea, New Zealand, the Philippine, Hawaiian, and Porto Rican Islands, Mexico, Cuba, Chili, Dutch East Indies, the Straits Settlements, Uruguay, the West Indies, the United States and Ca-

The Canadian branch is one of the most prosperous the company having met with a very generous reception and se-cured a fair share of the best business done in Canada in recent years. The total cash assets of the company exceed \$23,000,000. The excess of assets over liabilities in Canada at the present time is over \$1,200,000. Only two other companies in Canada have as large a surplus as the Law, Union & Crown.

Mr. Dickson, the energetic manager is able to offer good positions to successful agents, and is always on the lookout for capable men to represent a first class company with a world-wide reputation.

THE CALEDONIAN FIRE INSUR-ANCE COMPANY.

The Caledonian Fire Insurance Company of Edinburgh, dates its beginning from the year 1805, which makes it the oldest Scottish fire company in the world. The head office for Canada is at 1724 Notre Dame street, Montreal. The Ca-



MR. EDV

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THE UNION M SURANCE PORTL

The 'Union M Company' of Port license to transac in 1868, and has an ever growing the Dominion eve

The 'Union Mu eign life insurar business in Canada deposit for the s Canadian policyho the cream of Cana are held at Ottav the Federal Gover market value of

amounts to \$922,9 The 'Union M incorporated in 19 it showed gross a surplus \$607,932, a amounting to \$5 payments to polic istence of the co



AND LONDON ISURANCE IY.

building features il is the splendid verpool and Lonnce Company is s street, corner Canadian headof the building eximate \$400,000. -proof structure, ry equipment as

vell to take this appreciation of it has ever been f the Dominion. ablished in 1836 rance Company. e Liverpool and pany, and in 1864. of the Globe Incame and has reand London and ny, with the head tment at Liverpartment at Lonstrength may be nnual statement, assets of \$61,333,-from all sources 3,000, or an aver-3,400. ny has attained n the Liverpool

Its affairs in lucted with consuccess by Mr. gent and resident who is a gentle in the business, les of the city. resented in the the Dominion, and no fire or in the world has policyholders to he Liverpool and

CE COMPANY. ARINE.

Purely Canadian
Represented
Mr. Robert
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900,000 and assets estern Assurance in Montreal by M.P., as branch tonet and R. L., presents a most urance either fire y of the company isks are accepted e basis, entirely and able manage world's strongest pusiness in Montas furnishing any he Western.

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Notre Dame street, Montreal. The Canadian branch was established in 1885 by the late Mr. James W. Taylor. To-day the company is represented by agents in all the important towns in Canada.

Mr. Lansing Lewis, the Canadian manager of the company succeeded Mr. Taylor ten years ago. Mr. John G. Borthwick is the assistant manager. Since Mr. Lewis has had charge of the Canadian business the company's income has increased from \$100,000 to \$260,000 per year (in Canada alone). Being a Scotch company the Caledonian Fire writes most conservative policies, having proved that, on account of the great prevalence of fires in large Canadian cities in late years, it no longer pays to write the large lines formerly in vogue. Notwithstanding adherence to this principle, the amount of the risks held by this company in Canada to-day reaches the considerable sum of thirty millions of dollars.

In the Old Country the Caledonian Insurance Company does as much business in life as in fire insurance, but the laws of Canada do not allow fire companies to do life business nor vice versa. The officials of the company have just completed a splendid new head office building in New York City, and contemplate erecting their own Canadian head office building in Montreal before long.

Mr. Lewis has been in the insurance business for over twenty years, and the position he holds to-day is a fair tribute to his ability and success.

THE ACCIDENT & GUARANTEE COMPANY OF CANADA.

Insurance against accident and sickness, is the undertaking proposed by the Accident & Guarantee Company of Canada, whose head offices are in the Temple Building, St. James street, Montreal. This company was incorporated under a special act of the Parliament of Canada, the following gentlemen being the officers:—Mr. Fred E. Nelson, president; Mr. James Morgan, vice-president; Mr. James Davidson, second vice-president, and Mr. G. I. Goddard, managing director.

The company commenced business with subscribed capital of \$225,000, a sufficient amount being paid up to make the business perfectly secure. The capital stock is largely held by Montreal business men and capitalists. The policies issued by this company are the most liberal that could be devised with security to all concerned and are made to cover accidents, sickness and workingmen's benefits. The indemnity paid for the loss of life by accident; for the loss of eyes, limbs, hands and feet; for partial and total disability and for sickness from fevers, smallpox, diphtheria, etc., are very liberal, ranging from \$11,000 down to \$5,000, \$2,500, \$650 etc., and \$25 to \$5 per week for sick benefits.

The managing director of this company, Mr. G. I. Goddard, was the organizer of 'The Identification & Protective Company of Canada, the success of which is a sufficient guarantee that the Accident & Guarantee Company will also merit the patronage of the insuring public. Agencies have been established in all the principal towns and cities in the Dominon and a large amount of business has been written up.

THE SUN LIFE ASSURANCE COMPANY OF CANADA.

The rapid and s growth of the Sun surance Company furnishes an example if any, parallels in of life assurance. This company was and incorporated in did not commence b til 1871. A few fi convey the clearest rapid increase in the business during its existence.

The following tabl studying.

Year.

1872.....
1882
1892
1901

The present year greater proportionat figures not only sh growth of the Sun . show the standing (cording to the blue head of eighteen si Canada. This com in Canada or the U1 an unconditional p are all clean, clear stood, and have all modern assurance c with safety. Libe payment of claims at highly-appreciated fe with the Sun Life o Mr. Robertson Ma pioneer life assuran is president of the years ago. He firs with the company i and was in 1884 director. His son. who is a past presid Society of America, stitute of Actuaries and a member of th gress of Actuaries, authority in insura company's actuary. that have contribute remarkable success connection, its pr care in the selec judicious investmen liberality of its poli owns its head office large building, at street, Montreal, at buildings at several centres in Canada.

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MR. EDWIN HANSON.

MR. WILLIAM HANSON.

HANSON BROS.

Investment Brokers and Financial Agents.

The firm of Hanson Bros., Montreal, occupies a most prominent position in the financial field of the Dominion. The firm consists of Mr. Edwin Hanson and Mr. William Hanson, both of whom are Englishmen by birth. It is but right to say that they command an international reputation as dealers in high-class securities of every kind. Government, municipal, railway and electric railway company bonds are their special-

ty, they having financed the securities of many of the largest undertakings in the country. Their financial connections in London, Paris, New York and Boston enable them to undertake large flotations, and, as a consequence, we find them intimately and financially connected with a large number of the leading companies and industries of the country. Governments, municipalities and companies cannot do beter than apply to this firm.

THE UNION MUTUAL LIFE IN-SURANCE COMPANY OF PORTLAND, ME.

The 'Union Mutual Life Insurance Company' of Portland, Me., obtained its license to transact business in Canada in 1868, and has continued to transact an ever growing business throughout the Dominion ever since.

The 'Union Mutual' is the only foreign life insurance company writing business in Canada, which has its entire deposit for the sole protection of its Canadian policyholders invested only in the cream of Canadian securities, which are held at Ottawa by the officials of the Federal Government. The present market value of its deposit at Ottawa amounts to \$922,930.22.

The 'Union Mutual Company' was incorporated in 1848. On Dec. 31, 1901, it showed gross assets of \$9,013,082.63; surplus \$607,932, and business in force amounting to \$52,945,044. The total payments to policyholders since the existence of the company have reached

the large total of \$33,710,096.53. The 'Union Mutual' has always borne a most enviable reputation as regards just and liberal dealings with its policyholders. This company's policy contracts are incontestable on all grounds after one year

No restrictions are placed as regards travel, residence and occupation from date of issue.

When three annual premiums have been paid the insured is entitled to the benefits of the Maine non-forfeiture law, the most liberal non-forfeiture law extant, and solely applicable to policies by the 'Union Mutual.'

The head office for Canada is in Montreal, and is managed by Mr. Walter I. Joseph, who has jurisdiction over the western division, Province of Quebec, and eastern Ontario, with headquarter at 151 St. James street. Mr. Joseph will entertain applications for agencies in all towns and districts in the Province of Quebec and Ontario where the company is not at present represented. He is in a position to offer an exceptionally liberal contract to persons possessing the necessary qualifications, to act as agents. Correspondence is invited.

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THE SUN LIFE ASSURANCE COMPANY OF CANADA.

The rapid and substantial growth of the Sun Life Assurance Company of Canada furnishes an example with few, if any, parallels in the history of life assurance companies. This company was organized and incorporated in 1865, but did not commence business until 1871. A few figures will convey the clearest idea of the rapid increase in the company's business during its 30 years' existence.

The following table is worth studying.

Year.	Income.	Assets.	Assurances in force.
1872	48,210	\$ 546,461	* 1 (64,350
1882	254 841	6:6,078	5,849,889
1892	1,134,868	3,403,701	23,901,047
1901	3,095,(66	11,773,032	62,400,931

The present year will show a still greater proportionate increase. These figures not only show the marvellous growth of the Sun Life of Canada, but show the standing of the company, according to the blue books, to be at the head of eighteen similar companies in Canada. This company was the first in Canada or the United States to issue an unconditional policy. Its policies are all clean, clear and easily understood, and have all the advantages of modern assurance contracts compatible Liberality and prompt with safety. payment of claims are commendable and highly-appreciated features in connection with the Sun Life of Canada's methods. Mr. Robertson Macaulay, one of the pioneer life assurance men of Canada, is president of the company, having been elected to that position thirteen years ago. He first became connected with the company in 1874 as secretary, and was in 1884 appointed managing director. His son, Mr. T. B. Macaulay, who is a past president of the Actuarial Society of America, a Fellow of the Institute of Actuaries of Great Britain, and a member of the International Congress of Actuaries, and a recognized authority in insurance matters, is the company's actuary. Among the causes that have contributed to this company's remarkable success are its influential connection, its prudent management care in the selection of risks, the judicious investment of funds, and the liberality of its policies. The company owns its head office building, a very fine large building, at 1766 Notre Dame street, Montreal, and has also erected buildings at several important business centres in Canada.



MR. CHARLES MEREDITH,

President of the Montreal Stock Exchange and member of the firm of Chas. Meredith & Co., stock brokers, 77 St. Francois Xavier street, Montreal.

Commencing in 1841, as a means of gathering credit information for a limited number of New York business houses, the R. G. Dun Mercantile houses, the R. G. Dun Mercantile Agency has become an immense organization, having under salary several thousands of employees, with 150 offices, while it counts among its patrons the leading manufacturers, wholesale and jobbing houses, banks and hundreds of retail merchants in the United States and Canada. The head offices are at 314 Broadway, New York, United States of America. The European offices confine their business to furnishing reports upon the standing of America. ing reports upon the standing of American importers. The company's running expenses amount to about two million dollars yearly and it keeps under constant revision 1,300,000 traders on the continent through 100,000 correspondents. The machinery of this great institution is now about as perfect and reliable as any human agency can be



MR. THOMAS H. FLETT,

Manager of the Mercantile Agency of R. G. Dun & Co., Montreal.

There probably never was a time when investment in a subscription to this agency was as valuable as it is to-The company has a rapidly increasing volume of business with Mexico as well as inquiries from other parts of Aside from the stores of detailed information on record in the various branch offices, the agency furnishes to its subscribers the most com-plete reference book issued. All busiplete reference book issued. ness houses, at some time or other, use the reference book for the purpose of addressing circulars, or making lists of names for their travellers. This book names for their travellers. This book is acknowledged to be the best for the rapid selection of names in any parti-cular line of trade, yet devised. There are four corrected copies of the refer-

R. G. DUN & COMPANY'S MERCAN-THE LONDON AND LANCASHIRE LIFE ASSURANCE COMPANY. LIFE ASSURANCE COMPANY.

The London and Lancashire Life Assurance Company of London, established their head offices, for Canada, in the city of Montreal, in 1863, and appointed a board of directors and a general man-

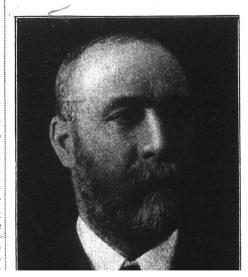
The Canadian board have full control of all matters pertaining to the business of this country, such as the acceptance of proposals, the issuing of policies, the payment of claims, and the investment of the funds, thus affording all the advantages of a purely home institution.

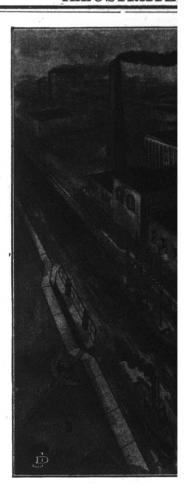
The selection of a company that can guarantee absolute security, and that has a past record of upright and generous dealings, is of vital importance. respect the London & Lancashire Life stands in the foremost rank. The company is one of the most prosperous of English offices, having a fully subscribed capital of \$500,000, and accumulated funds of \$8,500,000. The company has deposited with the Canadian government funds more than sufficient to cover its Canadian liabilities. These funds are for the exclusive benefit of Canadian policyholders, thus giving absolute security.

The contracts of this company are free The contracts of this company are free from conditions, allowing travel and residence in any part of the world, without charge. They are non-forfeitable, and indisputable from their commencement. World-wide and war policies have no restrictions, nor are they subject to extras, imposed for travel, residence or occupation. Every kind of policy is issued by the office, at as low rates as any of the other leading companies.

The board of directors is composed of

The board of directors is composed of the most prominent citizens of Canada, namely: chairman, the Right Honorable Lord Strathcona and Mount Royal; vice-chairman, Mr. R. B. Angus; director of the Bank of Montreal, the Canadian Pacific Railway Company, etc.; Mr. H. Stikeman, general manager, Bank of British North America; Mr. Charles R. Hosmer, director Canadian Pacific Railway Company, etc.; Mr. Charles M. Hays, vice-president and general manager, Grand Trunk Railway; Mr. Edson L. Pease, general manager, The Royal Bank of Canada, and Mr. B. Hal. Brown, F.S.S., general manager for Canada. The company has agencies throughout the Dominion. established



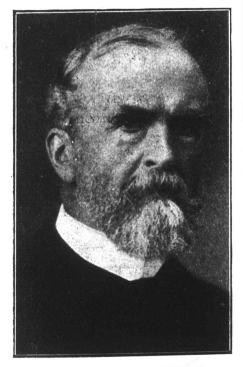


One of the largest silk manufactur firms in Canada is that of Belding, P & Company (Ltd.), of Montreal. Th offices are in the Victoria Chambe McGill street, and their factory is loc ed at the St. Gabriel Locks. Four h dred hands are employed turning their goods and packing, and shipp them. Silk ribbons and silk threads all kinds, form the bulk of their p ductions. Not only do their goods to all parts of the Dominion, but also Australia, New Zealand, and New So Wales. Their Canadian branch hou

MACINTOSH & HYDE.

The firm of Macintosh & Hyde, vestment and financial agents, accouants and commissioners for Quebec, (tario and Manitoba, is one of the old financial institutions in the city Montreal, and is widely and favoral known both in Canada and in Englar The original members of the firm we Messrs. James Court and John Mactosh. Mr. Court was in business alc in the early years of the last centu Mr. Macintosh, who was born in Mo real in 1830, became a clerk in his offi and, in due time, was taken into pa nership, the firm name being chang to Court & Macintosh. Mr. Court v paymaster of the Montreal Volunt Corps at the time of the rebellion and highly respected citizen. In 1882 1 George Hyde was admitted to the fir and the firm name became Court, M intosh & Hyde. Mr. Hyde was born

cular line of trade, yet devised. Inereare four corrected copies of the reference book issued each year, and most subscribers get at least two of these. No organization in the country collects so much money in the form of past due debts as this agency. Persons desiring specific information about the company's operations will be called on by a qualified person, on request. Mr. Thos. H. Flett is the manager of the Montreal agency, with offices in the Imperial building, 107 St. James street.



MR. GEORGE DURNFORD,

Chartered accountant, auditor and estate agent, 189 St. James street, Montreal.

E. T. TAYLOR AND SON.

Mr. James D. Taylor is at present the sole partner in the firm of E. T. Taylor and Son, insurance brokers, with offices in the Union Buildings, 43 St. Francois Xavier street, Montreal. The business, was established by the late Mr. E. T. Taylor in 1870. The late Mr. Taylor was at one time manager of the Montreal branch of the Bank of Upper Canada. He was a Scotchman, having been born in Aberdeen, and was very highly respected by a large circle of acquaintances.

About the year 1891 his son, Mr. J. D. Taylor was admitted to a partnership in the firm, and the firm name of E. T. Taylor and Son was adopted. The death of Mr. E. T. Taylor in February, 1900, left Mr. J. D. Taylor sole partner, and the business has been conducted ever since under the old firm name. The business carried on is that of general insurance brokerage, including life, fire, marine and accident insurance, employers' liability and plate glass insurance. Mr. Taylor represents several of the leading and most reliable companies fer attractive policies to persons desirdoing business in Montreal, and can ofing insurance of any description.



MR. GEORGE J. CROWDY,

Of the firm of James Hutton & Company, importers of steel cutlery, and agents for railway supplies, at 232 McGill street, Montreal.

THE LONDON MUTUAL FIRE IN-SURANCE COMPANY OF CANADA.

Mr. Henry Blachford is the general agent for the London Mutual Fire Insurance Company of Canada in Quebec province, with offices at 180 St. James street, Montreal. This company was established in 1859, but was re-organized two years ago, as a joint stock company, with the Hon. John Dryden, M.P.P., as president. At that time the company's business amounted to \$200,000 in premiums and net cash receipts. This amount increased in 1901, under the new management, to over three hundred thousand dollars, and, by the end of this year, will reach over four hundred thousand dollars.

The company do fire insurance business only. Mr. Blachford is also the representative in Montreal of the Reliance Loan & Savings Company, of Toronto. This company places loans on first mortgages only, and can offer first class securities and fair rates of interest.

MR. NICOLAS DeSTRUVE,

Imperial Consul of Russia for Canada. Russian Consulate, 99 St. James street, Montreal.

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They have had the care and invesment of large sums of money as well at the management of a large number of wealthy estates.

They are chartered accountants an audit the books of several insurance companies and other institutions. Be integrity and strict attention to bus ness, they have attained a place in the foremost rank of their profession. The offices are in the Standard building, Subares street, Montreal.



R. A. DUNTON, B.C.L., N.P.

Robert Andrew Dunton was born Richmond, Que., and came to Montre over twenty years ago. His preliminal education was received at St. Franc Grammar School and College. He begatise professional studies in the office the late C. P. Cleveland, N.P., and too his law course in McGill University graduating with honors. On his admission to practice in 1883, he entered the firm of Cushing & Hunter, and continued with this firm till 1899, the firm the honors. He has since practised along the strength of the strengt

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"The Montreal Witness stands four square to every wind that blows."

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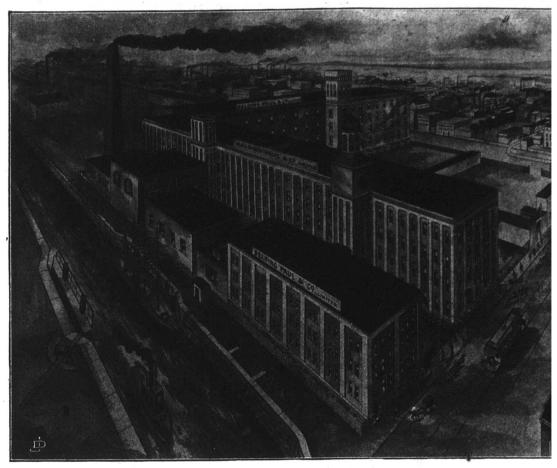
incashire Life As-London, establishfor Canada, in the 363, and appointed and a general man-

have full control ng to the business as the acceptance ng of policies, the id the investment ording all the adome institution. company that can irity, and that has ght and generous portance. In this Lancashire Life The comrank. ost prosperous of a fully subscribed accumulated funds npany has depositgovernment funds o cover its Canase funds are for f Canadian policybsolute security. s company are free ing travel and ref the world, withre non-forfeitable, i their commenceand war policies or are they subject r travel, residence kind of policy is at as low rates as ing companies. ors is composed of eitizens of Canada, e Right Honorable Mount Royal; vice-

Angus; director of, the Canadian Paly, etc.; Mr. H. lanager, Bank of a; Mr. Charles R. adian Pacific Rail-Mr. Charles M. and general manailway; Mr. Edson nager, The Royal Mr. B. Hal. Brown, r for Canada. The

ncies established





BELDING, PAUL & COMPANY (LIMITED.)

One of the largest silk manufacturing firms in Canada is that of Belding, Paul & Company (Ltd.), of Montreal. Their offices are in the Victoria Chambers, McGill street, and their factory is located at the St. Gabriel Locks. Four hundred hands are employed turning out their goods and packing, and shipping them. Silk ribbons and silk threads of all kinds, form the bulk of their productions. Not only do their goods go to all parts of the Dominion, but also to Australia, New Zealand, and New South Wales. Their Canadian branch houses

are situated in Toronto, Winnipeg and Vancouver.

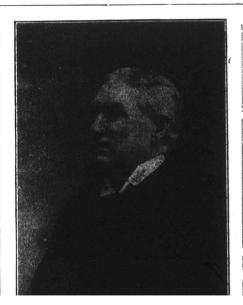
The company imports raw silk from Italy for the manufacture of ribbon, and from China and Japan for thread. They make spool silks in 300 shades, and art silks in 500 shades. All their colors are guaranteed fast. The articles made in their art department include cushion covers, tidies, cosies and embroidered work, all of finest quality and pattern.

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ed by the same ca ed floor space equ length by sixty f company is now e dition of four stor works. The com in Canada in 1876 Bros. & Company incorporated in gentlemen constitutionals:—Mr. F. Pa M. Belding, vice Birks, assistant to M. M. Belding, jr

MACINTOSH & HYDE.

The firm of Macintosh & Hyde, investment and financial agents, accountants and commissioners for Quebec, Ontario and Manitoba, is one of the oldest financial institutions in the city of Montreal, and is widely and favorably known both in Canada and in England. The original members of the firm were Messrs. James Court and John Macintosh. Mr. Court was in business alone in the early years of the last century. Mr. Macintosh, who was born in Montreal in 1830, became a clerk in his office, and, in due time, was taken into partnership, the firm name being changed to Court & Macintosh. Mr. Court was paymaster of the Montreal Volunteer Corps at the time of the rebellion and a highly respected citizen. In 1882 Mr. George Hyde was admitted to the firm, and the firm name became Court, Macintosh & Hyde. Mr. Hyde was born in



where they have complete photogra in Canada. Duri extensive alteration been made, inclu printing rooms an tion room. Nothi make their studios date. All sittings by Mr. W. McF. a and, in their othe sisted by some twe

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Mr. Dunton was appointed Joint Notary to the City of Montreal in 1898, and is notary to a number of large companies and institutions in the city, including some of the leading banks and estates. He enjoys the confidence and esteem of his legal brethren, and, although a comparatively young man, stands in the front rank of his profession. He is a member of the Board of Notaries, which controls the admission to the study and practice of the profession, and corresponds to the Bar of the Province among advocates.



HON. JOHN L. BITTINGER, United States Consul General at Montreal.

MR. JOHN McDONALD.

Mr. John McDonald, accountant, room 42 Imperial Building, St. James street, Montreal, is known in the commercial and banking community from Halifax to Vancouver. He enjoys the distinction of being one who can take any new business and put it in proper running order; he is a master of the art of unravelling the intricacies of a joint stock company so that shareholders may know how it stands. While president of the Society of Chartered Accountants, some years since, Mr. McDonald gave an essay on accounting, which was copied in all parts of the business world, and is considered authoritative. As an accountant he is not only trustworthy thorough in whatever he may un-dertake in accounting, but is one who regards the trust given him as a sacred charge, upon which his honor as well as the interests of his client depends. It is not always that a community has within it one, who, after putting his hand upon the flaw that has wrecked a concern, dare stand in the face of the public and rebuke the lofty in place and station for the fault com-mitted. Thoroughness in the work of accounting, added to the experience he has had in business, and the confidence the public has always reposed in him has given Mr. McDonald the good opinion of his clientele and the public on occasions when he has been called upon to be firm in his duty. To know that Mr. John McDonald is the accountant in any concern is to be certain the reports are reliable. For thirty-five years he has been conspicuous in the ranks of the business community, in the sense these lines indicate. If a personal word may be said it is that he is a Scotchman born, loves the poetry of his native land and has written some excellent bits of it. He is staunch in his friendship as in his business character, and is loved by his friends for the manly frankness which is part of him.

WM. NOTMAN & SON.

Photographers to the Late Queen.

Patronized by Their Royal Highnesses the Prince and Princess of Wales.

Studios, 14 Phillips Square, Montreal.

The name of 'Notman, photographer to the Queen,' has long been a household word in Canada. The business was started by the late Mr. Wm. Notman in 1856, on Bleury street. From a small beginning, it increased rapidly and soon took the lead in photographic work in Canada, which position the firm still hold to-day.

The studios of the firm have been situated, since 1894, on Phillips Square,

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These pictures are the plain photograp ivory miniature, and trait, and if one is i there will be found of views, from all p. Halifax to Victoria.



HON. SIR WILLI M.D., L.R.S.C.E. F.R

Physician and surge nical surgery, Medicine, Unive sidence, 882 She real.

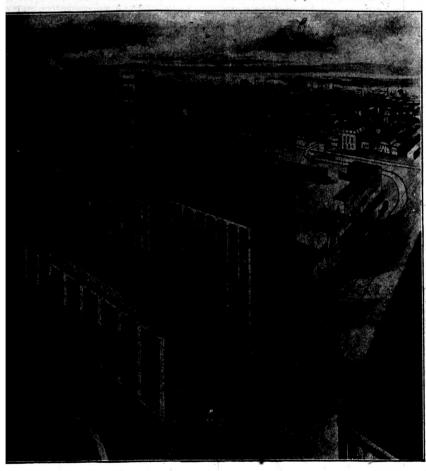
THE MONTREAL W

The Montreal Terurban line runs Notre Dame street Maisonneuve, to eastern end of the It covers a distarmiles, and has beer the past five year beautiful trolley right.

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The silk mills of the Belding Brothers the United States and Belding, Paul Birks, assistant to the president; Mr.; Company in Canada, which are own- M. M. Belding, jr., secretary.

ed by the same capitalists, have a united floor space equal to half a mile in length by sixty feet in width. company is now erecting a 160-foot addition of four stories to their Montreal works. The company was established in Canada in 1876 by Messrs. Belding Bros. & Company and F. Paul, and was incorporated in 1890. The following gentlemen constitute the board of officials:—Mr. F. Paul, president; Mr. M. M. Belding vice-president: Mr. F. F. M. Belding, vice-president;



where they have the largest and most complete photographers' establishment in Canada. During the past summer extensive alterations and additions have been made, including a new studio, printing rooms and ground floor reception room. Nothing has been spared to make their studios attractive and up-todate. All sittings are made personally by Mr. W. McF. and Mr. C. F.Notman, and, in their other work, they are as-sisted by some twenty skilled assistants.

The Notman establishment has been honored with sittings from all the members of the Royal family, who have visited Canada, from the King himself, in 1860, to the Prince of Wales, last year. The Messrs. Notman were the only photographers in Canada, accorded personal sittings by their Royal Highnesses, and were invited to accompany the Royal party, as official photographers, during their Canadian visit.

A pleasant hour may be spent at their

very materially since the company constructed a branch line to the very doors of the Chapel. The Fathers of the Holy Sacrament, who have charge of the institution, intend next year replacing the

chapel by a magnificent religious edifice.
In June last, the Montreal City Council granted the Terminal Company a franchise to extend its system through the city, and the company has now about ten miles of single track ready for operation, the only impediment being the opening of Forsyth street, under-neath the Canadian Pacific Railway.

The company intends selling threecent fares over its lines in the city, and return tickets from Montreal to Bout

de L'Ile, for 25 cents.

Mr. D. Murphy, M.P.P., is president, and Mr. J. P. Mullarkey, managing The offices

The offices director of the company. The offices of the company are in the Temple Building, St. James street.

THE J. W. MOLSON COMPANY.

Mr. S. H. Ward, Manager.

The J. W. Molson Company, real estate and financial agents, located at No. 101 St. Francois Xavier street, Montreal, is one of the firms engaged in the real estate business that have taken a high rank in this important branch of the city's progress and welfare. The buying and selling of real estate has come to be in the larger cities much the exclusive pro-vince of the broker. The owner must vince of the broker. realize the advantages and opportunities that come to the active agent who is in constant touch with the conditions of the reality market. The same conditions govern the management of estates, the renting of properties, collection of rentals and the various branches of the

modern real estate office.

The J. W. Molson Company are experts in this line, made so by ripe experience and close observation. They are engaged in buying and selling properties in all sections of Montreal and suburbs. Their valuations on property are based on conditions as they actually exist, and are regarded as especially authentic and reliable. They undertake the management of properties and trust estates, and are able to show advantages accruing to an owner by this expert handling. They also negotiate loans on first mortgages on real estate, and have large funds available for this purpose at the

lowest rate of interest.

Mr. S. H. Ward, who has the sole management of this business, and to whose tact and business judgment the large transactions of the company are principally due, has spent the past ten years of his life in this position, and no mam in the city, to-day, is probably better versed on Montreal values than he, or more capable of conducting a real estate brokerage office of this magnitude.

MR. JOHN HYDE.

Chartered Accountant and Assignee.

Mr. John Hyde, the well-known accountant has been in business in Montreal for many years. Mr. Hyde was formerly connected with the firm of Court, Macintosh & Hyde, and, also, of Macintosh & Hyde. The business of an accountant has come to be recognized in commercial and legal circles as one of



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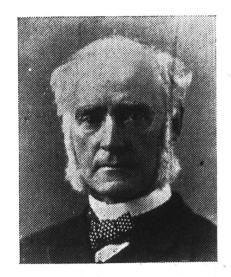
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ers, during their Canadian visit.

A pleasant hour may be spent at their studios, looking at their many specimen portraits of prominent men and beauti-

These pictures are in every style, from the plain photograph to the beautiful ivory miniature, and the stately oil por-trait, and if one is interested in scenery, there will be found a unique collection of views, from all parts of Canada, from Halifax to Victoria.



HON. SIR WILLIAM H. HINGSTON, M.D., L.R.S.C.E., D.C.L., LL.D., F.R.S.C.

Physician and surgeon, professor of clinical surgery, Montreal School of Medicine, University of Laval. Residence, 882 Sherbrooke street, Mont-

THE MONTREAL TERMINAL RAIL-WAY.

The Montreal Terminal Railway's suburban line runs from the corner of Notre Dame street and LaSalle avenue, Maisonneuve, to Bout de L'Ile (the eastern end of the island of Montreal). It covers a distance of about twelve miles, and has been in operation during the past five years. It is the most beautiful trolley ride in the vicinity of Montreal.

The company owns and operates a large park at Bout de L'Ile, where the waters of the St. Lawrence, the Ottawa and the L'Assomption mingle. company also own its right of way consisting of a strip of land eighty feet in width throughout the entire length of the road.

Cars leave each terminus during the summer season every ten minutes. the winter the service is less frequent, but is of great convenience to the residents of the eastern part of the island of Montreal and the rural district north

of the Ottawa River. of the Ottawa River.

Whilst Bout de L'Ile Park is a delightful locality, the most attractive feature along the Terminal Railway is the Chapel or Shrine, located about two miles east of the town of Pointe aux Trembles, and about one mile north of the company's main line. The passenger traffic to this point has developed

accountant has come to be recognized in commercial and legal circles as one of

the greatest importance.

Mr. Hyde has for several years paid special attention to legal work in connection with prominent law firms. has, several times, been employed by the Government, in connection with important investigations, a notable case being the Tarte-McGreevy case of 1901. was also retained by the complainants before the Royal Commission in the Baie des Chaleurs matter. He was employed as accountant for the Province of Quebec, in the preparation of accounts in connection with the recent Inter-Provincial Arbitration. He was also engaged on behalf of the prosecution, in connec-tion with the celebrated Ville Marie

Bank case.

Mr. Hyde audits the books of several large corporations; he acts on behalf of executors and trustees in preparing accounts in connection with estates of all kinds, and he also is authorized to ad-

minister trust estates.

Mr. Hyde is a commissioner for taking affidavits in all the provinces of the Dominion, and is a Justice of the Peace for the district of Montreal. He is presi-dent of the Association of Accountants of Montreal, and was recently elected president of the Dominion Association of Chartered Accountants, the latter consisting of the practising accountants of the Dominion of Canada.



HANBURY A. BUDDEN.

Hanbury A. Budden, B.A., B.C.L., was born in Montreal November 7th, 1865, and educated at McGill University. His law studies were in the office of the late W. H. Kerr, Esq., Q.C., and McGill Law School.

Mr. Budden was admitted to practice in 1888, and was in general practice till 1894. Since that time he has practiced 1894. exclusively in patent, trade mark and copyright law, and is the only patent solicitor in the Province of Quebec a member of the bar.

Mr. Budden's offices are in the New York Life Building, Montreal.

Montreal's Bench and Bar.

A Unique Dual System of

Jurisprudence and those who Interpret it.

Three Quarters of the Litigation of the Province of Quebec Adjudicated upon in Montreal.

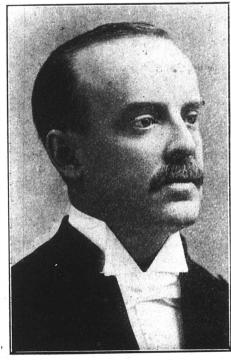
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MONTREAL COURTS AND LAW-VERS.

There is a special interest attaching to the Bench and Bar of the Province of Quebec, inasmuch as in their practice the judges and lawyers have to act under two very dissimilar systems of juris-The civil or Roman law of prudence. France as evolved during the centuries intervening between Romulus and Napoleon, applies to all cases in which real estate or personal property are involved; the British system with its trials by jury, etc., applying in cases of crime and The French and English misdemeanor. languages are used indiscriminately in all the courts, in cases where mixed juries are chosen, interpreters being employed.

The causes which led to the retention of the civil code are easily explained. When Britain took possession of Canada in 1860 the army officers who found themselves called upon to administer the affairs of the country found the Canadian people attached to their own sys-The offitem of settling civil disputes. cers responsible for the administration of justice during the brief period of military rule followed a humane and liberal policy, and in framing their judgments they consulted such French jurists as remained in the country after the fall of New France. Litigants were allowed to be heard by their attorneys before these military courts. dinance of 1764, decreeing the establishment of civil government, made the English law the law of the country.

In 1765 Haldimand, the Governor of Three Rivers, wrote to General Gage, informing that officer of the unsuitability of the English system in the new colony. In 1766 the Governor, General Murray, wrote to Lord Shelburne to the same effect. In the same year a number of French-Canadians addressed a lengthy petition to George III., and in 1767 the



HON. HORACE ARCHAMBEAULT.

The Hon. Horace Archambeault, LL.D., Attorney-General of Quebec, was born at L'Assomption, in 1857, and was educated at Laval University, Quebec, and admitted to the practice of law at Quebec in 1878.

Mr. Archambeault is now of the firm

Mr. Archambeault is now of the firm of Rainville, Archambeault & Gervais, Montreal, one of the best known law firms in the province. He is also professor of commercial and maritime law at Laval, member of the Council of Public Instruction and Speaker of the Legislative Council.



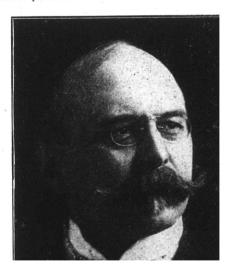


HON. LOMER GOUIN.

The present Provincial Minister Colonization and Public Works, thon. Lomer Gouin, is still a very you man to occupy so important a position being born in 1861. His success in the important position, which he has he since 1900, has proven the wisdom his selection. Since his appointment has entered into the work with greater, and has visited many portion of the province to gather information about possible reforms in the department. He was also instrumental having the industrial arbitration leput on the Quebec statutes in the session 1901.

Mr. Gouin is a lawyer by professic and is the senior member of the we known Montreal firm of Gouin, Lemie and Brossard. He received his legal eccation in Laval University and in toffice of Sir John Abbott and Hon. Laflamme.

Mr. Gouin is a Liberal in politics, a has faithfully served as a member the provincial parliament and as ald man of the city of Montreal, which latt position he resigned to accept his p sent position in the Parent Cabinet.



the jurist, Cugnet; the notary, Duchesnaux, and M. Pressart, priest, of the Seminary of Quebec, to prepare a resume of the laws in force during the French regime.

The French law thus become the accepted authority in civil matters in the Province of Quebec.

The Superior Courts of the Province of Quebec are constituted as follows:-The chief justice of the Court of King's Bench and five puisne judges, and the chief justice of the Superior Court and twenty-nine puisne judges. The Court of Appeal includes the full Court of King's Bench. Four of these judges reside in the district of Montreal and two, in the district of Quebec. Superior Court for the district of Montreal has fourteen judges, the senior of whom, if not entitled by seniority to be chief justice of the province, is entitled to the dignity of acting chief justice. The Circuit Court, the jurisdiction of which applies to minor civil cases, has three judges.

The Montreal Court House is a handsome building. It is of the popular
gray limestone, in the Grecian style,
300 feet long, 125 feet wide and with a
very striking portico. A large addition
is projected. The advocates' library
contains one of the most complete collections of authorities on the old French
civil law in existence. Three-quarters
of the litigation of the whole Province
of Quebec is adjudicated upon within
these walls.

During the past year 130 cases were inscribed in the Court of Appeal, 4,500 in the Superior Court, and 18,000 in the Circuit Court.

The fees collected in the Superior Court in 1901 amounted to \$57,844.

The members of the Bar in the city of Montreal number about five hundred. Among them are many of the best-known and most successful public men in Canada.

In presenting an edition of this character, it is often only possible to note the merest details of subjects that are in themselves worthy of columns.

It is intended to present the matter as attractively and as interestingly as consistent with the character and space allowed for the work.

The most attractive feature about a newspaper, to the general public, is the pictures it contains, thus, in a brief survey of the Bar of Montreal, we have undertaken to illustrate it with the photos of some of its most eminent members, believing the half tone illustrations will prove much more interesting than a more historical or elaborate review.

The high class character of Montreal's Bar stands out prominently in the faces given herewith.

HON. H. THOS. DUFFY.

The Hon. Thomas Duffy, K.C., the present treasurer of Quebec Province, was born at Dunham, Quebec, and educated at St. Francis College and McGill University. He was called to the bar in 1879, and was twice elected batonnier of the bar of Quebec⁴ Province.

of the bar of Quebec Province.

Mr. Duffy is a Fellow of the Royal Colonial Institute, and has filled many positions and offices of trust and political prominence, including those of Minister of Public Work of Quebec Province, and member of the provincial legislature from Brome. He was elected to represent the province at the coronation of His Majesty the King in 1902.



HON. RAYMOND PREFONTAINE.

Joseph Raymond Fournier Prefontaine, B.C.L., recently appointed Minister of Marine and Fisheries by Sir Wilfrid Laurier, was born at Longueuil, September 16th, 1850, and educated at the Jesuit College, Montreal, studied law under the late Chief Justice Sir A. A. Dorion and John A. Perkins, K.C., and was admitted to practice in 1873.

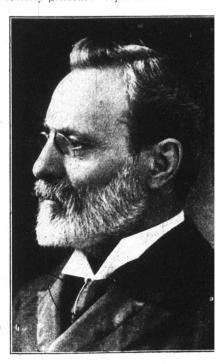
Mr. Prefontaine was Mayor of Montreal for four years. He is the senior member of the law firm of Prefontaine, Archer, Perrin and Taschereau, with offices in the Royal Insurance Building.



THOMAS CHASE CASGRAIN, K.C., M.P.

Thomas Chase Casgrain, K.C., L.L. of the Montreal firm of McGibbon, Cgrain, Ryan & Mitchell, and Casgra Lavery, Rivard & Chauveau, of Quet has been prominently before the peo for years, and has held many position of honor and trust. He is at pressa member of the House of Commo for Montmorency.

Mr. Casgrain was born in Detro Mich., in 1852, and received his edution and degrees from the Seminary Quebee and Laval University resptively, and was admitted to the bar 1877. He is the author of 'Quel Election Act, 1895,' and of several of important laws in connection with attorncy-general's department.



HON. FREDERICK L. BEIQUE.

The Hon. Frederick L. Beique, LL. born at Mathias, County of Rouvil and educated at the Little Seminary Marieville, has been engaged in the practice of law for the past thirty-for years, and has been associated with the most prominent members of the profision and interested in many importated and matters during that period.

Mr. Beique is senior member of t firm of Beique, Robertson, Dessaulles Beique, New York Life Building, Mo

He was batonnier of the Montreal I for 1891-1893. Has conducted and argu a large number of cases before t Privy Council in England. Has be instrumental in organizing a large nu ber of industrial companies, in seve of which he is financially interested. He was made a senator in 1902.

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HAMBEAULT.

Archambeault, ral of Quebec, ion, in 1857, and tval University, o the practice of

now of the firm eault & Gervais, best known law He is also prond maritime law 2 Council of Pubeaker of the Le-



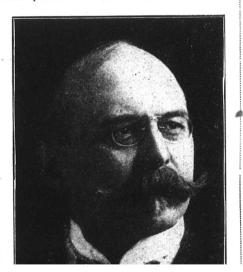


HON. LOMER GOUIN.

The present Provincial Minister of Colonization and Public Works, the Hon. Lomer Gouin, is still a very young man to occupy so important a position, being born in 1861. His success in this important position, which he has held since 1900, has proven the wisdom of his selection. Since his appointment he has entered into the work with great ardor, and has visited many portions of the province to gather information about possible reforms in the depart ment. He was also instrumental in having the industrial arbitration law put on the Quebec statutes in the session of 1901. Mr. Gouin is a lawyer by profession.

and is the senior member of the wellknown Montreal firm of Gouin, Lemieux and Brossard. He received his legal education in Laval University and in the office of Sir John Abbott and Hon. R. Laflamme.

Mr. Gouin is a Liberal in politics, and has faithfully served as a member of the provincial parliament and as alderman of the city of Montreal, which latter position he resigned to accept his present position in the Parent Cabinet.

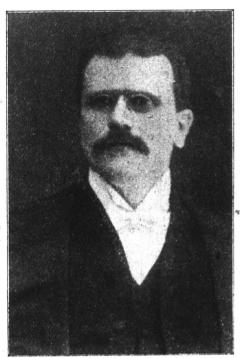


HON. RAOUL DANDURAND, K.C.

The Hon. Raoul Dandurand, K.C., B.C.L., of the firm of Dandurand, Brodeur & Boyer, Montreal, was born in 1861, and was educated at Montreal College, studied law at Laval and under Mr. Joseph Doutre, K.C., Montreal.



Mr. Dandurand was admitted to practice in 1883. He acted as Police Magistrate in Montreal in 1888, was made a Knight of the Legion of Honor in 1891, and was appointed to the Senate in 1898, He abolished lotteries by legislation in 1900, and has a bill against usury before Parliament. He is also a prominent writer of books on criminal law.



HON. LOUIS BRODEUR.



Mr. Rainville is th the Montreal law fir chambeault, Gervais was an alderman for 1882 to 1900. He h ed and once defeat the Provincial Parl Louis division. the Montreal Heat, pany.



HONORE GE

Honoré Gervais, ber of the firm of bault, Gervais and fessor of Internatic Procedure at Lava born at Richelieu V He was admitted to 1887, after study at bany Law School, His success has

rapid.



. DUFFY.

Duffy, K.C., the Juebec Province, Quebec, and edueduciblege and McGill alled to the bar elected batonnier Province.

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REFONTAINE.

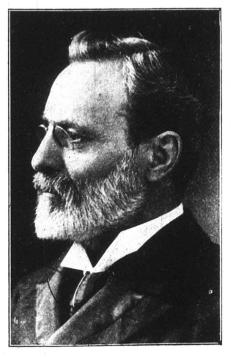
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Mayor of Montle sis the senior
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THOMAS CHASE CASGRAIN, K.C., M.P.

Thomas Chase Casgrain, K.C., L.L.D., of the Montreal firm of McGibbon, Casgrain, Ryan & Mitchell, and Casgrain, Lavery, Rivard & Chauveau, of Quebec, has been prominently before the people for years, and has held many positions of honor and trust. He is at present a member of the House of Commons for Montmorency.

Mr. Casgrain was born in Detroit, Mich., in 1852, and received his education and degrees from the Seminary of Quebec and Laval University respectively, and was admitted to the bar in 1877. He is the author of 'Quebec Election Act, 1895,' and of several other important laws in connection with the attorncy-general's department.



HON. FREDERICK L. BEIQUE.

The Hon. Frederick L. Beique, LL.D., born at Mathias, County of Rouville, and educated at the Little Seminary of Marieville, has been engaged in the practice of law for the past thirty-four years, and has been associated with the most prominent members of the profession and interested in many important legal matters during that period.

Mr. Beique is senior member of the firm of Beique, Robertson, Dessaulles & Beique, New York Life Building, Mont-

He was batonnier of the Montreal Bar for 1891-1893. Has conducted and argued a large number of cases before the Privy Council in England. Has been instrumental in organizing a large number of industrial companies, in several of which he is financially interested.

He was made a senator in 1902.

The Hon. Louis Philippe Brodeur, Speaker of the House of Commons, and member from Rouville, was born at Beloeil, Que., in 1862. He was educated at St. Hyacinthe College, and Laval University, being admitted to practice in 1884.

Mr. Brodeur is practicing with the Hon. Senator Dandurand, under the firm name of Dandurand, Brodeur & Boyer, with offices at 17 Place d'Armes, hill. Aside from practicing law, Mr. Brodeur has written largely for the press, and, at the request of Sir Wilfrid Laurier, started a paper in 1869, called 'Le Soir.'



ATHANASE BRANCHAUD, K.C.

Athanase Branchaud, K.C., B.C.L., cf the firm of Branchaud & Kavanagh, 26 St. James, street, Montreal, is a native of Beauharnois, where he was born in 1840. He was educated at Ste. Therese College, studied law with Messrs. A. & W. Robertson, and was admitted to practice in May, 1862. The degree of B.C.L. was conferred by McGill University, and in January, 1890, he was appointed Oueen's Counsel.

pointed Queen's Counsel.

From 1874 to 1878 Mr. Branchaud was a member of the firm of Judah, Wurtele & Branchaud, who were solicitors of the Trust and Loan Company of Canada, and legal advisors of the Montreal City and District Savings Bank. Since the retirement of the Honorable Justice Wurtele and the recent death of Mr. Judah, the firm has become Branchaud & Kavanagh, and Mr. Branchaud is the sole solicitor of the above trust company, and legal advisor of the Savings Bank.

HON. H. B. RAINVILLE, K.C.

The Hon. Henri B. Rainville, K.C., present speaker of the Quebec House of Parliament, was born at St Angele de Monnoir, in 1852. He was educated at Ste. Marie and St. Hyazinthe College, and graduated from McGill University Law School, in 1873, and was admitted to practice in 1874.

Among the many with which he has associated, the most the King against (in which he took a the defence, which cessful.

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ROBERT C.

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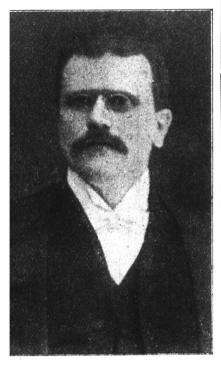
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N. RAOUL DANDURAND, K.C.

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HON. LOUIS BRODEUR.



Mr. Rainville is the senior member of the Montreal law firm of Rainville, Ar chambeault, Gervais & Rainville. was an alderman for Centre Ward, from 1882 to 1900. He has been thrice elected and once defeated as a member of the Provincial Parliament for the St. Louis division. He is also a director of the Montreal Heat, Light & Power Company.



HONORE GERVAIS, K.C.

Honoré Gervais, D.C.L., K.C., member of the firm of Rainville, Archambault, Gervais and Rainville, and Professor of International Law and Civil Procedure at Laval University, was born at Richelieu Village, Que., in 1864. He was admitted to practice in January, 1887, after study at Laval and the Albany Law School, Albany, N.Y.

His success has been marked and rapid.

Mountains, P.Q., in 1855. He was educated at St. Mary's College, Montreal, and studied law at McGill University, being admitted to practice in 1880.

Mr. Either has practiced before the various courts of this country, and also before H.M. Privy Council in England, where he has represented the city in many important cases. He has been at the head of the law department for four years. Mr. Either has been captain and major in the 65th Regiment Mount Royal Rifles, and served in the North West captains with Company North West. North-West campaign with Company No. 8 in 1885.



MATTHEW HUTCHINSON, M.P.P.

The firm of Hutchinson, Oughtred & Place, 30 St. John street, Montreal, is headed by Mr. Matthew Hutchinson, B.C.L. and D.C.L., who was born in Halifax Co., N.S., in 1848, and was educated at McGill University, being a gold medallisa in law in that institution, and admitted to the bar in 1874.

Mr. Hutchinson was Mayor of Westmount in 1891, 1892 and 1893, and a member of the School Board of that town for the past eight years. His practice is largely of a commercial nature. He ranks among the leaders of the profession, and has many important cases en-

trusted to him.



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ON. H. B. RAINVILLE, K.C. e Hon. Henri B. Rainville, K.C., nt speaker of the Quebec House of ament, was born at St Angele de noir, in 1852. He was educated at Marie and St. Hyaciathe College, graduated from McGill University School, in 1873, and was admitted actice in 1874.

Among the many prominent cases with which he has been professionally associated, the most recent was that of the King against Gaynor and Greene, in which he took a prominent part for the defence, which was ultimately successful.

He also takes a keen interest in the matter of university education.



ROBERT C. SMITH, K.C.

Robert Cooper Smith, B.C.L., K.C., senior member of the firm of Smith, Markey and Montgomery, 185 St. James street, Montreal, was born in Montreal, June 13, 1859. He studied law in the office of Trenholme and Maclaren, and was admitted to practice in 1882.

Mr. Smith is professor of Commercial Law in McGill University, and was for some years on the council of the bar.



LEANDRE J. ETHIER, K.C.

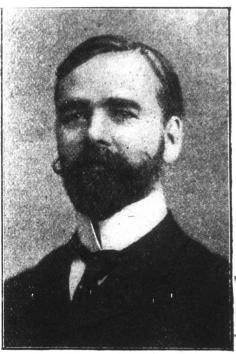
Léandre Joseph Ethier, K.C., B.C.L., procedure. present city attorney for Montreal, was born in St. Eustache, County of Two sel in 1900.



TOUSSAINT BROSSEAU, K.C.

Toussaint Brosseau, B.C.L., K.C., one of Montreal's leading members of the bar, was born at Chambly, Que., and educated at the Jesuits College, Montreal. He studied law in the office of Lacoste & Globensky, and was admitted to the bar in July, 1881.

Mr. Brosseau is now the senior member of the strong legal firm of Brosseau, Lajoie & Lacoste, with offices at 7 Place D'Armes. Although of French descent, Mr. Brosseau, while most loyal to his nationality, is very broad-minded in his ideas on the necessity of absolute unity between the different nationalities making up the citizenship of the Dominion, and numbers among his clients some of our strongest and best English firms, who appreciate his broad views and splendid legal training.



WILLIAM A. WEIR, R.C.

Alexander Weir, K.C., William M.P.P., practicing at 138 St. James street. Montreal, is a member of the Provincial Parliament from Argenteuil, and chief

whip of the Ministerial party.
Mr. Weir was born in Montreal in 1858, and educated at McGill University. He was admitted to the bar in 1881, and has a large consultative practice, chiefly in commercial and municipal law, and also appears frequently in criminal jury trials, where he is most effective. He was English secretary of the commission named in 1887 by the Provincial Government to revise the code of civil

Mr. Weir was named a Queen's Coun-



J. A. C. MADORE, M.P.

Joseph Alexander Camille Madore, M.P., B.C.L., was born at 'Blue Bonnets,' Aug. 3, 1858, and was educated at the Montreal and Jesuits' Colleges. Studied law at McGill, and admitted to practice in 1881.

Mr. Madore's office is in the New York Life Building, where he is senior member of the firm of Madore & Drouin, being associated with Mr. J. A. Drouin in practice. He is a member of the Dominion parliament for the county of Hochelaga, and was Batonnier of the Montreal Bar from 1899 till May 1, 1901.



CHARLES P. BEAUBIEN.

Charles Philippe Beaubien, L.L.B., of the law firm of Beaubien & Lamarche, Street Bailway Building Montreal was

square, Montreal, was born at Knowlton, Que., in 1860. He received his early education in his native town, and graduated in law at McGill University. He was called to the bar at the age of twenty-one years and has had a remarkably successful career.

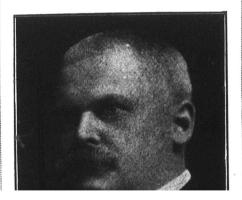
Mr. Foster has never accepted any political office, although he, for a number of years, took quite an active part in political campaign work. Latterly, however, he has devoted his time exclusively to his profession.



ERNEST PELISSIER.

Mr. Ernest Pélissier, L.L.B., of Pélissier, Wilson & St. Pierre, 151 St. James street, Montreal, was born in 1864, at Yamaska, Que., and was educated at the College of Sorel, and St Mary's College, Montreal. He was a law student in the office of Messrs. Mercier, Beausoleil & Martineau, and was admitted to practice in 1887.

Mr. Pélissier is a member of the Council of the Bar, is a conservative in politics, but has never held any political offices, giving his entire time to his steadily increasing practice.





J. A. DROUIN, K.C.

Mr. J. A. Drouin, K.C, is associate with Mr. J. A. C. Madore, M.P., u der the firm name of Madore & Drouin as advocates, barristers and commisioners for all provinces.

The offices of the firm are in the Ne York Life Building, Montreal. The men bers of the firm enjoy a prominent postion in their profession, and numbs some of the city's best firms and indiv duals among their clients.



A. R. CREELMAN, K.C.

Adam Rutherford Creelman, K.C. chief solicitor of the Canadian Pacil Railway, is a native of Richibucto, Ke County, N.B., and was educated the and at the Grammar School at Chathai

Street Railway Building, Montreal, was born in Montreal in 1870, and received his education at St. Mary's College, studying law at Laval University. He was admitted to practice in 1894, and in these few years has acquired a large practice, and is recognized as one of the foremost of the younger members of the profession.

In politics Mr. Beaubien is a militant Conservative, and is one of that party's most powerful speakers in the province.



ALBERT J. BROWN, K.C.

Mr. Albert J. Brown, K.C., member of the very prominent Montreal firm of Hall, Cross, Brown & Sharp, was born at Windsor Mills, Que., in the year 1861. His education was received at St. Francis College, Richmond; Morrin College, Quebec, and McGill College, Montreal. His law studies were pursued at McGill and in the offices of Messrs. Kerr & Carter, Montreal.

Mr. Brown was called to the Bar in

1886, and was appointed Queen's Coun-

sel in 1899.



GEORGE G. FOSTER, K.C.

George G. Foster, K.C., B.C.L., senior member of the law firm of Foster, Martin, Archibald & Mann, 2 Place d'Armes the Junior Bar Association.



EDMUND W. P. GUERIN, K.C.

Edmund William Patrick Guerin, K.C., B.A., B.C.L., of the firm of Guerin and Merrill, New York Life Building, was born in Montreal in the year 1859. He received his education at Montreal College and McGill University, in which latter institution he was the Shakespeare and Dufferin medallist and valedictorian of his class in arts and in law. He was admitted to practice in 1881, and has been very prominent in his profes-sion, in politics, and in military and social life.

Mr. Guerin has been several years a member of the Council of the Bar, and was appointed Commissioner of the Montreal Pilots' Court in 1901.



ANDREW R. McMASTER.

Andrew Ross McMaster, B.A., B.C.L., practicing law at 808 New York Life Building, was born at Montreal on November 6th, 1876, and was educated at the High School, Montreal, the Montreal Collegiate Institute, McGill University, and Edinburgh University.

Mr. McMaster was admitted to practice in July, 1901, and, while one of the youngest members of the Montreal bar, is fast gaining an enviable reputation

is fast gaining an enviable reputation for his fine judgment and ability as legal counsel. Mr. McMaster is treasurer of

and at the Grammar School at Chathan N.B. He was admitted to the Ontari Bar in 1876, and to the Quebec Bar i 1902, and was appointed Queen's Counse in 1889.

Mr. Creelman was appointed to the position of chief solicitor of the C.P.F. in 1901, which position he now holds.



DAVID R. MURPHY.

Mr. David Richard Murphy, B.A. L.L.B., senior member of Murphy, Lusier & Roy, advocates, 97 St. Jamestreet, Montreal, was born at Batisca Mills, Que., in the year 1862. His ed cation was received at St. Laurent Colege, affiliated to Laval Universit Montreal. Mr. Murphy was admitted to the Bar in 1886.



CHAS. H. ARCHER.

Mr. Charles H. Archer, L.L.B., of the firm of Prefontaine, Archer, Perron Taschereau, Royal Insurance Buildin Montreal, was born in Quebec, in 186

"The Mainspring of Witness prosperity has been public confidence in its motives and cha

born at Knowle received his early e town, and gradul University. He ar at the age of has had a remark-

ever accepted any gh he, for a numte an active part in work. Latterly, ted his time excluon.



ELISSIER.

ter, L.L.B., of Pét. Pierre, 151 St. eal, was born in ine., and was educatof Sorel, and St. treal. He was a fice of Messrs. Mer-Martineau, and was in 1887.

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The offices of the firm are in the New York Life Building, Montreal. The members of the firm enjoy a prominent position in their profession, and number some of the city's best firms and individuals among their clients.



A. R. CREELMAN, K.C.

Adam Rutherford Creelman, K.C., chief solicitor of the Canadian Pacific Railway, is a native of Richibucto, Kent County, N.B., and was educated there

and was educated at the Seminary of Quebec, and studied law at Laval University, Quebec, being admitted to practice in 1892.

Mr. Archer is a member of the Council of the Bar, district of Montreal. He is attorney for the Montreal Street Railway Company, the Montreal Heat, Light & Power Company, and the Richelieu & Ontario Navigation Company, and was one of the attorneys for the defense in the Ville Marie bank case.



WILLIAM D. LIGHTHALL.

William D. Lighthall, MA., B.C.L., of the firm of Lighthall, Harwood & Stewart, 180 St. James street, Montreal, and thrice mayor of Westmount, has an international reputation as a leader in large municipal movements, as well as being a lawyer of much note. He is hon. secretary-treasurer and co-founder of the Union of Canadian Municipalities, and secretary of the Young Men's Reform Club (Liberal), founder of the Westmount Liberal Club, and holds many positions in foreign and Canadian learned societies.

Mr. Lighthall was born in Hamilton, Ontario, and received his education in McGill University, graduating with honors, and receiving the Shakespeare medal and Dufferin prize. He was admitted to practice in 1881 from the McGill University law faculty.





CAMILI

On the 27th of A riel de Brandon, B.C.L., first saw was educated at Ja School and Laval and was admitted

Mr. Piché is Fir Le Parlement Mo Le Club Nationa of Le Club Cana attorneys for the of Montreal.

Mr. Piché has h York Life Buildin



EDWARD A

Mr. Edward



UERIN, K.C.

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IcMASTER.

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County, N.B., and was educated there and at the Grammar School at Chatham, N.B. He was admitted to the Ontario Bar in 1876, and to the Quebec Bar in 1902, and was appointed Queen's Counsel in 1889.

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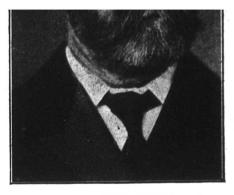
DAVID R. MURPHY.

Mr. David Richard Murphy, B.A., L.L.B., senior member of Murphy, Lussier & Roy, advocates, 97 St. James street, Montreal, was born at Batiscan Mills, Que., in the year 1862. His education was received at St. Laurent Colege, affiliated to Laval University, Montreal. Mr. Murphy was admitted to the Bar in 1886.



CHAS. H. ARCHER.

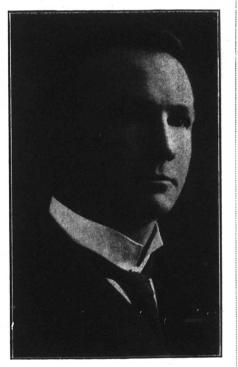
Mr. Charles H. Archer, L.L.B., of the firm of Prefontaine, Archer, Perron & Taschereau, Royal Insurance Building, Montreal, was born in Quebec, in 1869,



A. R. OUGHTRED.

Sheridan, Ontario, is the native town of Mr. Allan Robinson Oughtred, B.C.L., member of the law firm of Hutchinson, Oughtred & Place, 30 St. John street, Montreal. St. Francis College, Richmond, Quebec and McGill University are the institutions in which he received his education, winning the Elizabeth Torrance gold medal in the latter institution in 1881. He was admitted to the bar in 1882, and has confined his practice mostly to commercial and civil cases.

Mr. Oughtred is a member of the Senate and Board of Governors of the Wesleyan Theological College of Monttreal.



FREDK. W. HIBBARD.

Frederick W. Hibbard, M.A., B.C.L., is a native of Dublin, Ireland, and was born October 19th, 1865. He was educated at McGill University, and studied law in that institution and in the office of the present Mr. Justice Trenholme, and was admitted to practice in 1891.

He is the senior member of the firm of Hibbard & Glass at 151 St. James street, Montreal. Mr. Hibbard is a Liberal in politics, and has stumped in many parts of the country. He is lieutenant-colonel of the 2nd Regiment of Canadian Artillery and warden of St. James the Apostle Church, Montreal.

Mr. Edward A. law office is in the Building, Montreal, Que., and was educa College and the Gran real. Mr. Morgan McGill University, ar of B.C.L. He was adm the year 1883, and hine practice in his his careful and consto clients' interests.



F. S. MACLE

Mr. Farquhar & K.C., was born at 1860, and his early ceived at the William He afterwards studie Collegiate Institute : From the la sity. graduated B.C.L. in mitted the same year his profession. For the partner of Mr. K.C., but of late he with chambers in the Building, where he influential practice, courts in the provi Exchequer and Suphas successfully con portant and complic He has been equally criminal cases. M for many years been servative circles, and of the Sir John A Notwithstanding thi tinction of being ma sellor by the Libe Like many other Canadians, he is st the land of his fo taken a very active societies. He is th Andrew's Society, ar ure in the Caledonian O.S.C., bears his n time, he held a con Royal Scots.

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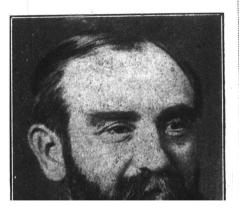
Mr. Archer is a member of the Counl of the Bar, district of Montreal. He attorney for the Montreal Street Railay Company, the Montreal Heat, Light Power Company, and the Richelieu & ntario Navigation Company, and was ne of the attorneys for the defense in le Ville Marie bank case.



WILLIAM D. LIGHTHALL.

William D. Lighthall, MA., B.C.L., of the firm of Lighthall, Harwood & tewart, 180 St. James street, Montreal, and thrice mayor of Westmount, has a international reputation as a leader large municipal movements, as wells being a lawyer of much note. He hon, secretary-treasurer and co-founder of the Union of Canadian Municipalities, and secretary of the Younglen's Reform Club (Liberal), founder the Westmount Liberal Club, and olds many positions in foreign and anadian learned societies.

Mr. Lighthall was born in Hamilton, ntario, and received his education in IcGill University, graduating with onors, and receiving the Shakespeare redal and Dufferin prize. He was additted to practice in 1881 from the IcGill University law faculty.



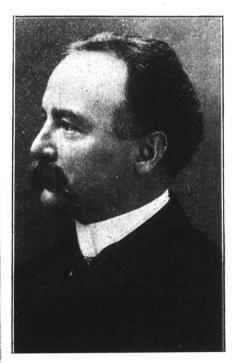


CAMILLE PICHE.

On the 27th of April, 1865, at St. Gabriel de Brandon, Mr. Camille Piché, B.C.L., first saw the light of day. He was educated at Jacques Cartier Normal School and Laval University, Montreal, and was admitted to practice in 1894.

Mr. Piché is First Prime Minister in 'Le Parlement Modele,' ex-president of 'Le Club National,' and vice-president of 'Le Club Canadien,' and one of the attorneys for the Crown in the district of Montreal.

Mr. Piché has his offices in the New York Life Building.



EDWARD A. D. MORGAN.

LAFLEUR, MACDOUGALL & MACFARLANE.

In noting the prominent firms practising in our courts and the leaders of the Montreal bar, the names of Messrs. Lafleur, MacDougall and Macfarlane stand very prominently among those of the most reliable in the profession.

The firm which consists of Mr. Eugene Lafleur, K.C., D.C.L.; Mr. Gordon W. MacDougall, B.C.L., and Mr. Laurence Macfarlane, B.C.L., have offices at 604 609 New York Life Building, Montreal. The three members of the firm are all graduates of the McGill Law School, that institution which has turned out such a large percentage of the leading legal practitioners of the city and province.

The practice of the firm is of a general character, principally in commercial law, and they occupy a position in the legal fraternity attained only by the most careful and painstaking methods in protecting the interests of clients.



JOSEPH U. EMARD.

Joseph Ulric Emard, L.L.L., of the firm of Emard & Emard, advocates, New York Life Building, has been practicing law since 1881. Mr. Emard has never accepted any political honors other than those accruing from steadfast devotion to party and friends. He was president of St. Jean Baptiste Society, St. Vincent de Paul section, at the time of the great celebration of the 60th anniversary.

One of Mr. Emard's most noted law

One of Mr. Emard's most noted law cases, was that of Mr. Em. St. Louis, contractor, with the federal government, in which he was successful all through.

THE FINE ARTS.

The Canadian people are not so utterly engrossed with the practical, moneymaking, manufacturing, or thousand other business enterprises that are mak-



A. R. OUGHTRED.

neridan, Ontario, is the native town fr. Allan Robinson Oughtred, B.C.L., aber of the law firm of Hutchinson, htred & Place, 30 St. John street, itreal. St. Francis College, Richd, Quebec and McGill University the institutions in which he received. the institutions in which he received education, winning the Elizabeth rance gold medal in the latter instion in 1881. He was admitted to the in 1882, and has confined his practice tly to commercial and civil cases. r. Oughtred is a member of the ate and Board of Governors of the sleyan Theological College of Mont-



FREDK. W. HIBBARD.

rederick W. Hibbard, M.A., B.C.L., native of Dublin, Ireland, and was n October 19th, 1865. He was edued at McGill University, and studied in that institution and in the office the present Mr. Justice Trenholme, was admitted to practice in 1891. e is the senior member of the firm of bard & Glass at 151 St. James et, Montreal. Mr. Hibbard is a eral in politics, and has stumped in ny parts of the country. He is tenant-colonel of the 2nd Regiment He is Canadian Artillery and warden of St. 1es the Apostle Church, Montreal.

Mr. Edward A. D. Morgan, whose law office is in the New York Life Building, Montreal, was born in Sorel, Que., and was educated at the Sorel College and the Grand Seminary, Mont-Mr. Morgan studied law at the McGill University, and holds the degree of B.C.L. He was admitted to the Bar in the year 1883, and has built up a very fine practice in his profession, through his careful and conscientious attention to clients' interests.



F. S. MACLENNAN, K.C.

Mr. Farquhar Stuart Maclennan, K.C., was born at Lancaster, Ont., in 1860, and his early education was received at the Williamston High School. He afterwards studied at the Brantford. Collegiate Institute and McGill University. From the latter institution he graduated B.C.L. in 1884, and was adgraduated B.C.L. in 1884, and was admitted the same year to the practice of his profession. For many years he was the partner of Mr. Donald Macmaster, K.C., but of late he has practised alone with chambers in the New York Life Building, where he enjoys a large and influential practice, extending to all courts in the province, including the Exchequer and Supreme Courts. He has successfully conducted several important and complicated patent cases. portant and complicated patent cases. He has been equally successful in several criminal cases. Mr. Maclennan has for many years been prominent in Conservative circles, and is a past-president servative circles, and is a past-president of the Sir John A. Macdonald Club. Notwithstanding this he had the distinction of being made a King's Counsellor by the Liberal administration. Like many other successful Scottish Canadians, he is strongly attached to Canadians, he is strongly attached to the land of his forefathers, and has taken a very active interest in Scottish societies. He is the treasurer of St. Andrew's Society, and a prominent figure in the Caledonian; Clan Maclennan, O.S.C., bears his name, and, at one time, he held a commission in the 5th Royal Scots.

other business enterprises that are making this young nation famous that they cannot pay some attention to and take some enjoyment out of the fine arts. Music, painting and photography have their place, not only among the professional classes, but all classes; and the number of amateurs interested and fairly proficient in these and other branches of art, would surprise the visitor from many older countries. As will be seen in the accompanying business notices, we have in our midst representatives of the highest in art, whether it be in photography or painting, and the educative and elevating influences of these cative and elevating innuences of these circumstances are telling favorably upon the rising generation. Our people are descended, for the most part, from old French and English families, among whose treasures and heirlooms may be seen examples from the masters, whose works will be an inspiration to the finer natures and cultivated minds, while time shall last.

W. SCOTT & SONS, FINE ART DEALERS.

From a small beginning, the business conducted by Messrs. W. Scott & Sons, fine art dealers, 1739 Notre Dame street, Montreal, has grown to be the most important of its kind in Canada. It is also the oldest, having been started by Mr. William Scott, the present senior partner, in a store on Victoria square, in 1859. At that time the picture and picture framing businesses in this country were in their infancy. In 1870, Mr. W. L. Fraser, who was a partner of the firm, made the first visit to Europe to purchase foreign pictures. Mr. Fraser retired from the firm shortly afterwards

in order to accept the position of fine art editor on the 'Century Magazine.'

In 1864 the firm moved to Notre Dame street, where they have, ever since, carried on the business with gratifying success. In addition to works tifying success. In addition to works of art, Messrs. Scott & Sons deal in Turkish and Persian rugs, and artistic furniture and pottery of various kinds. They are the representatives in Canada of manufacturers of some of the most artistic textile fabrics made in England and France, and are agents for the celebrated firm of Morris & Company, of London. A very large and select stock of sample pieces enables the house furnisher to find, without difficulty, just what is wanted; no effort is made to sell from a stock already purchased.

Picture framing in the most artistic styles is carried on under personal supervision. The pictures themselves, however, form the most important fea-ture of the business. These are personally selected in Europe, from time to time, by members of the firm, who spend from two to three months in the old world, purchasing, when possible, direct from the artists themselves, and from well known and reliable English, Dutch and French houses. Many of the most important pictures held in Montreal, and exhibited, from time to time, have been brought to Canada by this firm. Having correspondents in all the principal art centres of Europe, they are able to keep in touch with the old world and its productions. The firm is now composed of Messrs. Wm. Scott, Walter A. Scott, Frank R. Heaton and Wm. Heaton.

THE D. H. HOGG COMPANY.

One of the leading Canadian houses handling photographic supplies and catering particularly to the amateur trade, is the D. H. Hogg Company, of

Montreal, Que.

Ten years ago Mr. David Hogg opened a store at 662 Craig street, Montreal, for the sale of phot graphic goods. At first only two or three assistants were required, but the pushing and effective business methods for which he was noted soon made it necessary to increase his staff and also his office, factory and wareroom accommodation. To-day the firm occupy the whole of a large four-storey building and basement, and some idea of the extent of their business can be gained from the statement that they are making, on an average, 75,000 card mounts per week the year round, and they are making and selling other supplies in proportion.

About two years ago Mr. Hogg met with a fatal accident while on a trip to England, which resulted in the sale of the business to a company which is continuing it under the name of 'The D. H. Hogg Company'. Mr. Charles P. Rice, the competent and energetic manager, has been connected with the photo supply business for twelve years, and was for a long time the firm's only traveller. In that position he came in touch with most of their numerous customers, from the Atlantic to the Pacific. The firm carries one of the heaviest stocks on the continent, and have several important agencies such as for kodaks, Premo and Poco and other cameras, Goerz, Ross and Voightlander lenses, Stanley, Cramer, Seed, Hammer, Ilford and Imperial plates and all renowned printing papers. The firm's motto is 'agents for most things,—sell all good things,—photographic,' and the trade know how thoroughly they live up to it.

MR. R. F. SMITH, PHOTOGRAPHIC SUPPLY DEALER.

One of the largest retail photographic supply dealers in Canada is Mr. R. F. Smith, 1756 Notre Dame street, Montreal. Manufacturers state that in some important lines Mr. Smith is the heaviest purchaser on their list of customers. In the first place, Mr. Smith understands the details of his business as not one in fifty dealers does. He is an expert in certain lines of photography. He knows all about the goods he sells, the make of his cameras from the lense to the cover, the negatives, the printing papers and the quality of his chemicals. Mr. Smith does not sell useless, trashy or toy goods, he only keeps the best class of supplies in stock, but in these he has the most varied and complete stock of any store in Montreal. You can get anything from a 'Brownie' to the largest high grade camera, and depend on getting full value for your money. Mr. Smith represents the Canada Kodak Company, makers of the Eastman Company's goods for the Dominion, and the Rochester Optical Company's cameras, among which, the Premo and the Poco may be mentioned. He sells Imperial dry plates, made in London, England, and the 'Goerz' and 'Voigtlander' lenses which are recognized as the bost made.

scribed and illustrated in a beautiful booklet, which will be sent to any address on application. Then the many accessories to the business include high-class bedding, draperies and furniture coverings, brass and enamel beds, and the agency for the Waldorf Upholstered Spring. The premises are admirably located up town, at the corner of St. Catherine and Stanley streets, and are most attractive. The windows dressed tastefully at all times have excited glowing comments from the city press. The dressings include often the most magnificent portieres and tapestries, also curtains, covered tassels, the unique piles of the famous 'Ostermoors,' etc. The interior of the store is a model of beauty and the walls are covered with rich tapestries, velours, curtains, etc, and the special electric lighting gives an artistic effect by day to the stock. A specialty is made of prompt, polite and expeditious attention to all orders, and, as Mr. N. Stoddard, the head of the firm, supervises all operations in person, he guarantees satisfaction. Mr. Stoddard recently succeeded to the business of the Lockhart Bedding Company, hence the change of name.



MR. D. M. SEXTON.

Mr. D. M. Sexton, is the Montreal manager for Atwood, Violett & Co., cotton, stock and bond brokers, New York, members of the New York Stock Exchange, the New York Cotton Exchange, the New Orleans Cotton Exchange, the New York Coffee Exchange, and associate members of the Liverpool Cotton Association.

Cotton is bought or sold in lots of one hundred bales or more, of five hundred pounds each, on a commission of two points (a point being one-hundredth part of a cent), which includes both buying and selling, and is carried on a margin of \$1 per bale (equal to twenty points) or \$100, for a hundred bale lot, protecting the trade eighteen clear points.

The Canadian branch is under Mr.



MACNEE & MINNES,

Dry Goods Merchants, Kingston, Or

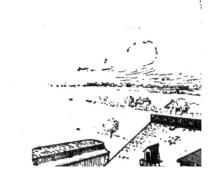
Messrs. Macnee & Minnes are promient wholesale dry goods dealers, having a large and attractive place of busine at the corner of Bagot and Prince streets, Kingston, Ont.

The present members of the firm a Messrs. W. H. Macnee, W. T. Minne and J. A. Minnes. The business which they are now the proprietors one of the oldest establishments Kingston, having been founded in 18 by the firm of Macnee & Waddell. The firm deal in all lines of staple and fand dry goods, and keep constantly on har a large and varied stock, including the best lines of both domestic and imported fabrics. Owing to the large increas in trade, and the necessity for proving more storage space, the firm recent had their premises considerably extented, making it one of the largest, moattractive and modern wholesale do goods houses to be found anywhere it central Ontario.

This firm have constantly in their en ploy five experienced travellers, who r gularly call on the leading retail di goods houses in the provinces of Ontar

and Quebec.

A very important feature in conne tion with this firm's business is the mail order department. The firm having been so long established, and immembers being so well known, and the reliability of their goods and method of dealing being so thoroughly established, out-of-town customers have no hestation in placing with them orders a large value without seeing the goods. large portion of the stock carried by the firm consists of the best grades of English, German, French and United State manufactures. The firm employ twenty five hands, all of whom are kept verbusy attending to the receipt and shipment of goods, and keeping in order a the varied departments of their enterprise.



nized as the best made. He has rull lines of Housh's and Cullin's mounte ne nas iun and masks, panorama cameras, and all kinds of camera attachments and cameras suitable for athletic and other rapid Mr. Smith is an extensive dealer in magic lanterns, and makes and sells lantern slides; he also does all kinds of developing, enlarging and printing for amateurs. Mr. Smith has printing for amateurs. been in the photographic supply business for twelve years. The demand ness for twelve years. for his goods long ago made it necessary to open an up-town branch, which is conveniently situated at 148 Peel street.



MR. E. L. ROSENTHAL.

General Manager of the Strathcona Rubber Company, Montreal, manufacturers of rubber clothing and all kinds of rubber goods.

Mr. Rosenthal came to Montreal from Manchester, England, in 1889, and started the first waterproof manufactory in the Dominion. He commenced with two hands; to-day he employs over 100 in the Papineau avenue factory. The factory covers 23,000 square feet of land. The

The company has revolutionized the water proof clothing business in Canada. In 1889 the lowest-priced coat was sold at \$7.50; to day they are sold at \$4.00 and \$5.00, the same proportion running The comthrough the higher grades. pany waterproofs its own cloth, and takes pride in being the pioneers in this

Mr. Rosenthal served his apprenticeship under Isadore Frankenberg at Salford, Manchester, England. He is only 37 years old, and has been in the rubber trade since he was ten years of age.

THE STODDARD BEDDING COMPANY.

Every age is one of retrogression or progression. This is essentially an age of progression-progression towards completer life. In an issue of this kind reference must be made to the Stoddard Bedding Company, whose development during the past years has marked them not only as leaders in their line in Montreal, but in the front rank with houses of this kind in the Dominion. That they are progressive is self-evident from the fact that they are sole agents in Montreal for the celebrated 'Ostermoor' patent elastic felt mattress. This mattress stamps the firm as one with which the most prominent people of the city deal. The mattress is elaborately de-

Sexton, located at No. 3 St. Sacrament street, Montreal.

MESSRS. GEO. H. McFADDEN & BROTHER, COTTON MERCHANTS.

The largest cotton concern in the world, is that of Messrs. Geo. H. Mc-Fadden & Brother, whose head offices are in Philadelphia, Penna.

They have their own buying agents in every portion of the cotton belt, and are in immediate touch with every condition of the cotton crop. They operate their own compresses for putting their cotton into marketable shape. The firm have their own offices in every cotton consuming centre of the world, and are thus in closest connection with the demands from manufacturers and other merchants.

The office in Canada is located at No. 3 St. Sacrament street, Montreal, and is in charge of Mr. R. W. Withycomb, who is recognized as the best posted man on the cotton situation in this The Canadian office has been country. established three years, and is now doing one-third of the cotton business in the Dominion, and is constantly on the

There are at present in the Dominion of Canada 690,000 spindles engaged in spinning cotton, an increase during the past three years of 58,000 spindles. The past three years of 58,000 spindles. total consumption of cotton in Canada for the year ending Aug. 31, 1902, amounted to 119,000 bales, all of which practically was American grown.

The firm of Geo. H. McFadden & Brother, have the best facilities in the United States for obtaining reliable information on the crop and market, and they stand ready, at all times, to give their friends the benefit of it.

The Montreal office has a direct wire to New York and Philadelphia, and is thus able to keep the mills thoroughly posted on the conditions of the market, a fact which is much appreciated by the heavy buyers of the staple.

M. P. COCHRANE,

Accountant, Auditor & Investment Agent

(Former Chief Accountant Royal Electric Co., Montreal.)

305 MERCHANTS BANK BUILDING, MONTREAL, CANADA.

Municipal and School Bonds for Investment.

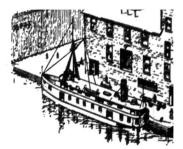
Special attention given to the interests of Non-resident Clients having investments in Canada.

Correspondence solicited from intending Investors and dealt with in the most prudent manner, with prompt reports.

Thorough investigation made into Canadian Enterprises in which investment is contemplated. Confidential information supplied from reliable sources, and personal inspection made anywhere in Canada when desired.

References:—The Dominion Bank, Montreal, The Guarantee Co. of North America, Montreal, The Montreal Light, Heat and Power Co., Monreal.

Correspondents in New York, London, Glasgow



THE CANADIAN

One of the most scientific and up date tanneries in this country is that the Canadian Oak Belting Compa (Limited), of Brockville, Ont. The buness was established in Montreal, by I Henry Porter, about forty years ago. The present officers of the company, wh was incorporated in 1900, with \$50, capital stock, are Messrs. John M laren, president; J. D. McArthur, vi

COLONIZATI

Now is the time to choose Sections of the



HERE yet remain tho Lands to be disposed of camingue, the Rouge St. John, the Métaped

All these districts, a are easily reached by Quebec and Lake St Chaleurs Railways.

The Department of Province of Quebec, u Lomer Gouin, is con

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The Colonization Bureau w years is situated at 1546 Notre maps, pamphlets and literature co Province and the Dominion are sent to any one with all n Mr. L. E. Carufel, Colonization A onization, or to any of the following Christin, Nominingue; A. E. Gua lery, St. Francois, Beauce; George Poliquin, St. Felicien, Lac Ste. Je Jean; A. Sturton, Chicoutimi; F

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MACNEE & MINNES,

Dry Goods Merchants, Kingston, Ont.

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The present members of the firm are Messrs. W. H. Macnee, W. T. Minnes, and J. A. Minnes. The business of which they are now the proprietors is one of the oldest establishments in Kingston, having been founded in 1845 by the firm of Macnee & Waddell. The firm deal in all lines of staple and fancy dry goods, and keep constantly on hand a large and varied stock, including the best lines of both domestic and imported fabrics. Owing to the large increase in trade, and the necessity for providing more storage space, the firm recently had their premises considerably extended, making it one of the largest, most attractive and modern wholesale dry goods houses to be found anywhere in central Ontario.

This firm have constantly in their employ five experienced travellers, who regularly call on the leading retail dry goods houses in the provinces of Ontario

and Quebec.

A very important feature in connection with this firm's business is their mail order department. The firm having been so long established, and its members being so well known, and the reliability of their goods and methods of dealing being so thoroughly established, out-of-town customers have no hesitation in placing with them orders of large value without seeing the goods. A large portion of the stock carried by this firm consists of the best grades of English, German, French and United States manufactures. The firm employ twenty-five hands, all of whom are kept very busy attending to the receipt and shipment of goods, and keeping in order all the varied departments of their enterprise.

THE PERRIN PLOW COMPANY (LIMITED), Smith's Fallls, Ontario.

The Perrin Plow Company (Limited), of Smith's Falls, was founded and incorporated in 1900. The firm consists of Messrs. John P. Lavell, M.P., president; P. I. Brodie, vice-president, and A. G. Farrell, secretary The principal articles manufactured by the company are riding or sulky ploughs. They also keep a full line of all other kinds of ploughs for sale. The special advantage possessed by their sulky ploughs is that they require no care in guiding them while at work, except such as can be given them by the person who rides and drives. If a man can only drive, the plough will do the rest. There is no work that can be done by the walking plough that cannot be done more easily and rapidly and with less strain on the team with a sulky. The adjustments are simple, and under the eye of the driver as well as being easy to operate. The popularity of this implement will be readily seen when it is stated that the business of the firm has increased fifty percent in the last few years, and that the demand for it comes from far off Nova Scotia and New Brunswick, and distant patts of Ontario and Quebec. The firm employ fifty hands in connection with their enterprise and have agencies established in St. John, N.B., and Utica, N.Y. They import large quantities of steel for manufacturing purposes and the material they put into their goods is the best that can be obtained in this country. The members of the firm state that a re-adjustment of the tariff, in accordance with the motto 'Canada for the Canadians,' would be of the utmost value to this country.

J. J. TURNER & SONS. Tent and Canvas Manufacturers, Peterborough, Ontario.

Thirty-two years ago Mr. J. J. Turner, sen., commenced the manufacture of camping goods in the towns of Port Hope and Port Colborne, Ont. Sixteen years ago Mr. Turner removed to the town of Peterborough, Ont. The present members of the firm are Messrs. J. J. Turner, sen.; J. J. Turner, jun.; Reginald H. Turner and Achilles W. Turner. The firm have been favored with some very large orders, both by private individuals and public corporations. They make a specialty of hospital tents. The tents purchased and used by the Government during the last small-pox epidemic, and also the tents in use by the Western Hospital, Toronto, were made and furnished by this firm. In short, they are the largest tent manufacturers in Canada.



One of the larg engaged in the implements, is th pany (Limited), Oshawa, Ont. Volume of various by this firm, evetion of their ext be conveyed to the officers of the fire Frost, president; dent and treasur secretary.

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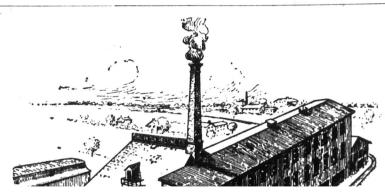
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McFADDEN & MERCHANTS.

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Bank, Montreal, America, Montreal. and Power Co.,

k, London, Glasgow



THE CANADIAN OAK BELTING COMPANY, (LIMITED), Brockville, Ontario.

One of the most scientific and up-to-date tanneries in this country is that of the Canadian Oak Belting Company (Limited), of Brockville, Ont. The business was established in Montreal, by Mr. Henry Porter, about forty years ago. The present officers of the company, which was incorporated in 1900, with \$50,000 capital stock, are Messrs. John Maclaren, president; J. D. McArthur, vice-One of the most scientific and up-to-

president and manager, and A. E. Gorman, secretary. These gentlemen obtained control of the business about five years ago, and, last year, secured the premises they now occupy in Brockville, and, after remodelling the building, fit-ted it up with the latest appliances for the business. They have thirty vats, and use oak exclusively for tanning purposes.

COLONIZATION IN QUEBEC.

Now is the time to choose a Farm in the most Fertile Sections of the Province of Quebec.





HERE yet remain thousands of acres of both Arable and Forest Lands to be disposed of in the magnificent regions of Lake Temiscamingue, the Rouge and Lièvre River Districts, Beauce, Lake St. John, the Métapedia Valley, and the Gaspé Peninsula.

All these districts, as well as others which might be mentioned, are easily reached by the Canadian Pacific, Quebec Central, Quebec and Lake St. John, the Intercolonial and Baie des Chaleurs Railways.

The Department of Colonization and Public Works for the Province of Quebec, under the able administration of the Hon. Lomer Gouin, is constantly engaged in improving the roads,

bridges and other conditions that affect settlers in the newly opened portions of the Province, making settlements easy of access and providing advantages equal to those enjoyed in many of the districts occupied already for a number It is safe to predict success for any one with a little experience, moderate capital and an average amount of energy who will take advantage of the opportunities that are offered in this direction.

The Colonization Bureau which has been in existence for many years is situated at 1546 Notre Dame Street, Montreal Here books, maps, pamphlets and literature concerning Government Lands all over the Province and the Dominion are constantly kept on hand, and will be sent to any one with all needful information upon application to Mr. L. E. Carufel, Colonization Agent, or to the Deputy Minister of Colonization, or to any of the following Crown Lands Agents: -Messrs. T. A. Christin, Nominingue; A. E. Guay, Ville Marie, Temiscamingue; B. C. Delery, St. Francois, Beauce; Georges Audet, Roberval, Lac Ste. Jean; Arthur Poliquin, St. Felicien, Lac Ste. Jean; Sévérin Dumais, Hébertville, Lac Ste. Jean; A. Sturton, Chicoutimi; Frs. Saucier, Amqui, Comté de Matane.

Cheap Railway rates can be secured for intending Colonists through the Coloniza ion Office from Montreal to all points. Correspondence is invited particularly with the Montreal Colonization Bureau, MR. L. E. CARUFEL, Agent.

X X X X X Boots. Shoes. Rubbers. Moccasins Etc. $\times \times \times \times \times$

Possesses every



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etc., and have been There is a great single men and mar gration Department in England and Fra to the Montreal ar have been provided their arrival here.

Farmers and oth municating with the or families with g ments for the arriva old homes.

Immigrants are arrival at Quebec, facility is afforded t out unnecessary de after by experienced

The Governmen MR. E. MARQUETTI 813 Craig St

ch a paper An Enormous Force on the side of purity, righteousness and every good and noble cause."

So says Rev. D. Inglis, B.A., in Mona's 'H Try it for four weel

E PERRIN PLOW COMPANY (LIMITED), Smith's Fallls, Ontario.

Perrin Plow Company (Limited), nith's Falls, was founded and in-rated in 1900. The firm consists of rs. John P. Lavell, M.P., president; Brodie, vice-president, and A. G. all, secretary The principal articles

Brodie, vice-president, and A. G.
Il, secretary The principal articles
factured by the company are riding
lky ploughs. They also keep a full
of all other kinds of ploughs for
The special advantage possessed
neir sulky ploughs is that they reno care in guiding them while at
, except such as can be given them
ne person who rides and drives. If
n can only drive, the plough will do n can only drive, the plough will do est. There is no work that can be by the walking plough that cannot one more easily and rapidly and less strain on the team with a The adjustments are simple, and

r the eye of the driver as well as easy to operate. The popularity is implement will be readily seen it is stated that the business of irm has increased fifty percent in ast few years, and that the demand toomes from far off Nova Scotia New Brunswick, and distant parts tario and Quebec. The firm employ hands in connection with their entermediates. hands in connection with their enise and have agencies established John, N.B., and Utica, N.Y. They rt large quantities of steel for manuring purposes and the material they nto their goods is the best that can tained in this country. The memof the firm state that a re-adjust-of the tariff, in accordance with notto 'Canada for the Canadians, l be of the utmost value to this

J. J. TURNER & SONS. ent and Canvas Manufacturers, Peterborough, Ontario.

rty-two years ago Mr. J. J. Tur-sen., commenced the manufacture mping goods in the towns of Port and Port Colborne, Ont. Sixteen ago Mr. Turner removed to the of Peterborough, Ont. The prenembers of the firm are Messrs. J. urner, sen.; J. J. Turner, jun.; ald H. Turner and Achilles W. r. The firm have been favored some very large orders, both by the individuals and public corporative make a specialty of hospit-

They make a specialty of hospitits. The tents purchased and used he Government during the last pox epidemic, and also the tents by the Western Hospital, Toronto, made and furnished by this firm. ort, they are the largest tent manu-

ers in Canada.



One of the largest concerns in Canada engaged in the manufacture of farm implements, is the Frost & Wood Company (Limited), of Smith's Falls and Oshawa, Ont. When it is stated that between forty and fifty thousand machines of various kinds are turned out by this firm, every year, some conception of their extensive operations will be conveyed to the reader. The present officers of the firm are Messrs. Chas. B. Frost, president; F. T. Frost, vice-president and treasurer, and R. C. Drew, secretary.

The business was established in Smith's Falls, in 1839, by Mr. Frost, father of the president and vice-president. Commencing with a small plant and few hands, and making a limited number of implements, the firm have added, year by year, new departments, more workmen, larger premises and wider sales territory, until, at the pre-sent time their works cover many acres of ground, their employees number nearly seven hundred, and they manufacture a full line of agricultural implements, too numerous to mention the names of, much less to describe here. Large quantities of their machines are exported to Great Britain and Germany and other foreign parts. To take care of their foreign parts.

business on the other side of the Atlantic, permanent and busy agencies have been established in London, England, and Hamburg, Germany. Canadian branches have been established in Toronto, London, Winnipeg, Montreal, Quebec, St. John, N.B., Truro, N.S., Charlottetown, P.E.I., New Westminster, B.C., and Calgary, Alta. Two years ago this company acquired the plant and goodwill of the Coulthard-Scott Company (Limited) of Orbaya Ontario pany (Limited), of Oshawa, Ontario, who were among the largest manufacturers of seeding and cultivating implements in Canada. This branch factory is still being operated for the manufac-ture of the 'Champion' seed drill, the 'Champion' broadcast seeder, the 'Climax' cultivator and other implements.

It is the intention of the firm to remove the Oshawa works to Smith's Falls within the next year or two, where all their works will then be concentrated. This addition to their Smith's Falls plant will greatly increase the value and importance of this concern to the town and district

surrounding Smith's Falls.

The greatest demand this year has been for their new No. 8 mower and their new No. 3 binder. These are proving very popular with the farmers, and the sales during the past season have exceeded all previous records.

G. & J. ESPLIN

Factory: 109 & 119 Duke Street.

Box and Packing Case Manufacturers

and 36 to 40 Ottawa Street.

Office: 126 Duke Street,

and Lumber Merchants

_MONTREAL

Butter Boxes -a-

Specialty

For quotations on any style or quality of boxes, Telephone Main 3647 and 3648.

Kindling Wood and Saw Dust.

ESTABLISHED

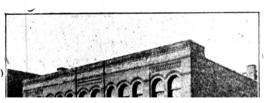
1850

Lumber Yards: cor. Duke and Ottawa, cor. Nazareth and Ottawa,

and Canal Basin Nos. 2 and 3. Correspondence Solicited.

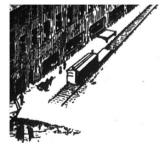
The A. W. AULT CO., Limited,











G COMPANY, (LIMITED), Intario.

esident and manager, and A. E. Gorn, secretary. These gentlemen obned control of the business about five its ago, and, last year, secured the mises they now occupy in Brockville, i, after remodelling the building, fitti up with the latest appliances for business. They have thirty vats, i use oak exclusively for tanning purses.

IN QUEBEC.

Farm in the most Fertile ince of Quebec.

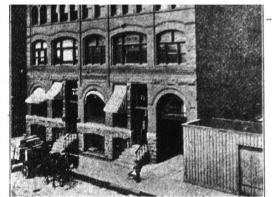
of acres of both Arable and Forest magnificent regions of Lake Temisèvre River Districts, Beauce, Lake ey, and the Gaspé Peninsula.

s others which might be mentioned, lanadian Pacific, Quebec Central, , the Intercolonial and Baie des

zation and Public Works for the e able administration of the Hon. engaged in improving the roads, there in the newly opened portions of access and providing advantages ricts occupied already for a number r any one with a little experience, of energy who will take advantage s direction.

as been in existence for many Street, Montreal. Here books, ig Government Lands all over the ntly kept on hand, and will be information upon application to r to the Deputy Minister of Colwin Lands Agents:—Messrs. T. A. Marie, Temiscamingue; B. C. Det, Roberval, Lac Ste. Jean; Arthur rérin Dumais, Hébertville, Lac Ste. ier, Amqui, Comté de Matane.

cured for intending Colonists from Montreal to all points. cularly with the Montreal ARUFEL Agent. Boots,
Shoes,
IRubbers,
Moccasins
Etc.



Boots,
Shoes,
Rubbers,
Moccasins
Etc.

"CAPITAL" FOOTWEAR

OTTAWA, ONT.

BUREAU OF IMMIGRATION

FOR THE PROVINCE OF QUEBEC

Possesses every facility for placing farm help with good references.



Bureau of Immigration, with offices in Montreal and Quebec, is under the direct control and supervision of the Hon. Lomer Gouin, Commissioner of Colonization and Public Works for this Province.

This Bureau has been in existence for thirty years and in that time has rendered most valuable service to thousands of immigrants who have arrived as strangers on our shores. Many of these who have come to Canada and received practical assistance from the Immigration Bureau, are today proprietors of their own farms and are comfortably settled in most desirable localities.

Others have gone into business; mercantile pursuits, industrial enterprises, etc., and have been very successful.

There is a great and constant demand in this province for farm help, both single men and married men with families. The agents of the Quebec Immigration Department are in direct communication with the Emigration agencies in England and France. Information is frequently sent from the old country to the Montreal and Quebec offices regarding intending emigrants and they have been provided for, both in the matter of homes and employment, before their arrival here.

Farmers and others requiring hired help and unskilled labor can, by communicating with the local bureaux, be put in correspondence with individuals or families with good references in the old country, whereby all arrangements for the arrival of immigrants may be completed before they leave their old homes.

Immigrants are met by the agents of the department both at the ships on arrival at Quebec, and at the trains when they reach Montreal. Every facility is afforded them for continuing the journey to their destination without unnecessary delay or perplexity, and their comfort is carefully looked after by experienced attendants.

The Government Immigration Agents are :-

Montreal, Que.

Mr. E. Marquette, 813 Craig Street,

mand 💜

CAPT. GEORGES LEBEL, QUEBEC and

Levis, Que.

So says Rev. D. Inglis, B.A., in Mona's 'Herald,' Isle of Man, England.
Try it for four weeks free.

Canada's Political Capital and a Centre of Increasing Commercial Activity.

THE CITY OF OTTAWA.

Some Interesting Facts about the City's Earliest Days and its Rapid Extension...



Ottawa, the capital city of the Dominion of Canada, the seat of parliament and the home as well of an alert, enterprising population, may be said to owe its foundation to the construction of the Rideau Canal, a work undertaken and carried through for military rather than for commercial purposes. The St. Lawrence is the natural and most direct line of communication between Montreal and Lake Ontario, but the events of the war of 1812-14 showed the necessity of providing an alternate route—an interior line of communication. The St. Lawrence proved a particularly vulnerable route, for it lay, for a considerable distance, along the very frontier of the hostile country. Strategists saw that if this most dangerous part of the most natural line of communication to the great lakes could be avoided, and if an interior line, outflanking the dangerous section, could be devised, that much would be accomplished towards providing for the defence of inland Canada from future invasions from the United States. The subject was most carefully considered by the British military authorities, the opinions of the Duke of Wellington and Sir John Burgoyne, among others, being obtained. The best line for the proposed interior route of communica-tion between Montreal, (the headquarters), and the lakes, was decided to be via the Ottawa River, and the Rideau River and lakes to Kingston, where the outlet into Lake Ontario would be under command of that fortress. In 1824 the Imperial Government offered to assist the provincial government of Upper Canada to construct the necessary canals to connect these waterways. The nals to connect these waterways. The provincial government declined to act, and, in 1826, the Imperial Government began the work itself. Already the obstacles to navigation in the Ottawa had been overcome by the construction

of the Grenville and St. Anne's canals.

The Rideau Canal was completed and opened in 1833. There are thirty-four locks between Ottawa and Rideau Lake, representing a rise of 282 1-4 feet in 87 1-4 miles, and there are thirteen locks with a fall of 164 feet in the 38 3-4 miles between Rideau Lake and Kingston. The work cost the Imperial Govern-

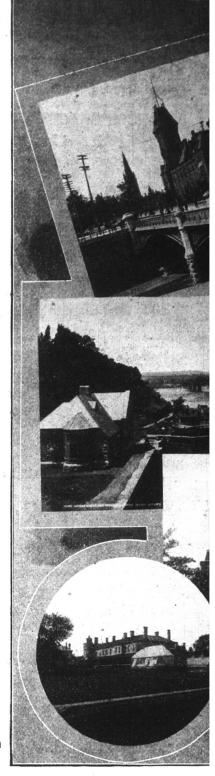
ment \$4,038,871.

This great work was in charge of Colonel By of the Royal Engineers,

rancorous parliamentary debate. Finally, on Sept. 1, 1860, the corner stone of the present beautiful parliament buildings was laid with becoming ceremony, by H. R. H. the Prince of Wales, now King Edward VII. Messrs. Thomas Fuller, R. C. A., and Chilion Jones, were the architects of the Parliament House, the eastern and western departmental blocks being designed by Messrs. Stent and Lavers, and the Langevin block by Mr. T. Fuller. The first session of parliament was held in the new buildings in 1865, two years before Confederation.
These buildings with the magnificent grounds surrounding them are the chief attraction of Ottawa. They are of chaste architecture and cost over \$5,000,-The parliamentary library, a circular building, constructed after the plan of the library of the British Museum, is considered to be, architecturally, one of the most perfect buildings in Canada. In the grounds are several worthy monuments, one of the most impressive among them being one erected as a national memorial to Queen Victoria. Rideau Hall, the official residence of the Governor-General, is situated in a pretty natural park, commanding a view of the Ottawa River, at a most picturesque point, a mile or two below the city. Rideau Hall is rather a comfortable home than a pretentious show place.

Ottawa is a great industrial centre, the headquarters of the vast lumber trade of the Ottawa and its tributaries. In the lumber yards of the city's great mills there is always a stock of lumber, estimated at 125,000,000 feet. A number of great saw mills cluster about the Chaudiere Falls, at the upper part of the city, some of them employing over one thousand men. The city is also the centre of a rapidly developing wholesale trade. Ottawa is also the seat of a university and a normal school, and possesses many minor educational institutions and many charitable ones.





THE CITY

The Eastern Block. The Rideau Canal. Rideau Hall.

THE OTTAWA TRUST AND DEPOSIT COMPANY (LIMITED

The Ottawa Trust and Deposit C pany (Limited) has been in existe since 1896 and the hopes of its 1

ment \$4,055,5/1.

This great work was in charge of Colonel By, of the Royal Engineers, and when he and his staff arrived at the site of Canada's future capital, which was selected as the headquarters of the works, the place was practically a wilderness, there being but three or four scattered residences in the vicinity. Mr. L. A. M. Lovekin, in his extremely interesting history of the city, explains that 'one Caleb Bellows kept a small store and a dock, at what was known as Bellows's Point, for some five years pre-A tavern was also kept by Isaac Firth at the Slides Bridge, and Nicolas Sparks, a name which remains to this day, resided, according to tradition, on the site of what is now the principal market place. This pioneer principal market place. had arrived in the vicinity some ten years previously, and engaging as a farm hand, with Philemon Wright, a pioneer of a yet earlier day, in what is now the County of Ottawa, in the Province of Quebec, had by dint of thrift and industry acquired land in the township of

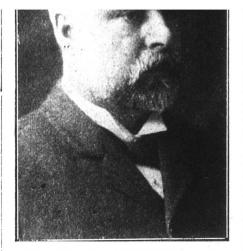
Nepean. Within a year of the coming of Colonel By, his engineers and his workmen, a great change was witnessed. A village was established, and before long, little residences appeared on the picturesque elevation, which is at present the site of the Parliament Buildings. The setof the Parliament Buildings. The settlement gradually extended, and the value of land rapidly inereased. Nicholas Sparks, from being a farm laborer, rose Still, when the to be a wealthy man. Still, when the canal was completed, there were only 150 houses in Bytown, as it was then In 1852 there were some sixty called. stores, seven lesser schools, a grammar school, three banks, three insurance offices, three newspapers and a telegraph office in the place, besides, of course, private residences. Bytown was incorporated in 1847, with a population of 6,000. In 1854 the population had swollen to 10,000, and the old Bytown was incorporated as the City of Ottawa.

A rapid development has taken place since that date, for, to-day, Ottawa is the fifth largest city of Canada, according to the census of 1901, having a population of 59,928 as against 44,125 in 1891, 31,307 in 1881 and 21,545 in 1871.

The present gross debt of the City of Ottawa is \$4,933,229, towards the redemption of which there is a sinking fund of \$1,598,093. The assets of the city amount to \$2,611,500, and the value of the total assessment is \$25,067,205. The value of exemptions is \$16,219,625.

The most momentous event in the history of the city was the removal thither of the seat of government. After the burning of the old Parliament Building in Montreal, the Canadian Parliament adopted a perambulatory system, sitting in turn at Quebec and Toronto. This proved a most unsatisfactory system, and provoked much ill-feeling of a sectional character.

Eventually in 1857 an address to the Queen was passed by the Canadian Legislature asking Her Majesty to exercise her prerogative and designate some city to be selected as the permanent capital of united Canada, then consisting of Upper and Lower Canada. In the following year Her Majesty selected Ottawa as the future capital, the choice being dictated largely by military reasons. The royal decision was not accepted graciously, and the matter was made the subject of bitter political discussion and



FRANCIS H. CHRYSLER, K.C.

Francis Henry Chrysler, K.C., of the well known Ottawa legal firm of Chrysler & Bethune, whose photo we present, enjoys a very large practice in cases arising out of contracts on public works.

Mr. Chrysler has practiced in Ottawa since 1872. He is the attorney for the Canada Atlantic Railway, the Ottawa Electric Railway and other roads. He is a native of Kingston, Ont., and one of the best known lawyers in the province.



JOHN T. LEWIS.

John Travers Lewis, D.C.L., senior member of the Ottawa firm of Lewis & Smellie, was born in Brockville, in 1857, and is a graduate of Trinity University, Toronto, and was admitted to practice law in 1882. Mr. Lewis enjoys a large practice, and has, on several occasions, acted as counsel before the Imperial Privy Council. He is solicitor for the Imperial Bank, the Union Bank, the Anglican Synod, and other corporations, and has represented large interests at the Parliamentary Bar, and, in the prosecution of Government claims, as counsel for contractors and railway companies.

pany (Limited) has been in existent since 1896, and the hopes of its promoters have been fully realized.

The Ottawa Trust Company include in the field, of its operations, the duti connected with the administration estates of persons who die intestate, executors of wills, guardians of estat of minors, committee of estates of persons of unsound mind, assignees, receivers, or liquidators of insolvent estat or where titles or rights of ownershare being litigated. It furnishes a absolute guarantee of proper administration and economy. This companyays special attention to the busine of receivers, assignees and liquidator

The advantage of a trust compar handling bonds and securities was show by the Ottawa company being appoints to receive the moneys for stock sold for the Ottawa Milk Trust, the new Pr duce Company, and other large cocerns.

The vaults and apartments, which a fitted up with deposit boxes, ar rented, and in which are secured lery, bonds, papers and valuable doc ments of all kinds, are made of sol steel, and it would keep a burglar bur for a long time effecting an entrance.

The Ottawa Company owns the buil ing in which its offices are locate Situated at the corner of Elgin ar Sparks streets, it is one of the fine sites in the city.

The officers of the company a Messrs. Alexander Fraser, presiden Geo. P. Brophy, first vice-presiden Warren Y. Soper, second vice-presiden and H. W. Chamberlain, manager.

BRYSON, GRAHAM & COMPAN

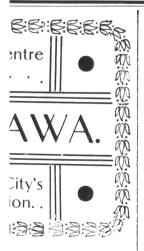
Ottawa's Greatest Store.

This progressive firm commenced him ness in 1879. Since that date the trade has been steadily on the increas from the ordinary space occupied as single store on the corner of Sparks at O'Connor streets, to seven great store having five entrances from three street and an imposing frontage of one hu dred and fifty feet on Sparks street, tl principal thoroughfare of the city. Th store, through the popular management and extensive advertising of the firm is known far and wide through tl Ottawa valley. They have a splend mail order business, and turn out tw handsome catalogues for the spring ar fall trade.

Under the direct supervision of th firm themselves, and their polite ar efficient staff of over two hundred er ployees, the business is run as smooth as though this store contained one great family, as much attention being pa by the firm to the nervous suggestion for the store's welfare by the smalle cash-boy, as would be shown to the ol est employee on the premises. Here lies one secret of their success—that r matter how small the purchase or th purchaser, as much attention and cour esy is paid to them by the employee a would be shown the parties furnishing their home from cellar to garret. Yo can here not only furnish your hom yourself and family, but your pu

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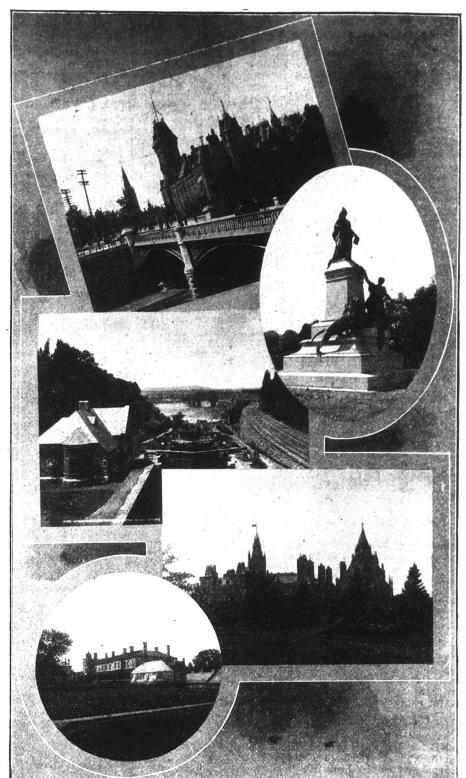


itary debate. Finally, e corner stone of the parliament buildings oming ceremony, by e of Wales, now King essrs. Thomas Fuller, on Jones, were the 'arliament House, the departmental blocks

Messrs. Stent and ingevin block by Mr. rst session of parliathe new buildings in efore Confederation. ith the magnificent g them are the chief awa. They are of and cost over \$5,000,entary library, a cirtructed after the plan e British Museum, is rehitecturally, one of buildings in Canada. are several worthy the most impressive one erected as a na-Queen Victoria. Ricial residence of the s situated in a pretty landing a view of the a most picturesque o below the city. Ri-a comfortable home show place.

it industrial centre, of the vast lumber a and its tributaries. Is of the city's great is a stock of lumber, 0,000 feet. A numills cluster about the the upper part of them employing over

The city is also the developing wholesale also the seat of a unimal school, and poseducational instituaritable ones.



THE CITY OF OTTAWA.

The Eastern Block. The Rideau Canal. Rideau Hall. Monument to Queen Victoria. The Parliament Buildings from the Grounds.

THE OTTAWA TRUST AND DEPOSIT COMPANY (LIMITED).

The Ottawa Trust and Deposit Company (Limited) has been in existence

chase can be delivered to you for a distance of thirty-five miles around the city.

Special attention is paid to all visitors to the capital, who can check their small baggage free of cost, and are made

installation is of thousand incande dred and fifty a dred and eight fans, heaters, etc. The whole of

this company is kind, and all the cordance with th tices.

The interconne tions, belonging those of the Ott Company, and the pany, for mutual cies, is a novel f kind, but one whe vantage to all paing the compan thus given a dotherwise obtains

The present be follows:—
T. Ahearn, F. E. H. Bronson,

Coates, and Thor J. L. ORME

The well know for many years, J. L. Orme & Sc Ottawa, is at pr by Messrs. Geo. This business w J. L. Orme and The firm are exte organs, band ins etc. They also sical instruments this work being and done by skil supervision of M Being manufactu lins, guitars and ments, this firm this class of wor than any other not throw it av new,' is an expre Orme, in speakir gard to an old This firm have re timonials from m have made or r various kinds.

This firm also of band instrumand German may wards of twent annum. A comp American and for ways kept on hay constantly being publishers.

The firm have Brockville, Ont., Mr. T. R. Back. atives of Messrs. York; Nordheir Gerhard, Heintz and are agents f. (Limited), of L facturers of bras ed the world ov





RYSLER, K.C.

ysler, K.C., of the egal firm of Chrysphoto we present, practice in cases its on public works. Tracticed in Ottawa attorney for the ilway, the Ottawa other roads. He ton, Ont., and one awyers in the pro-



LEWIS.

ris, D.C.L., senior va firm of Lewis & Brockville, in 1857, Trinity University, Imitted to practice wis enjoys a large several occasions, fore the Imperial is solicitor for the Union Bank, the other corporations, large interests at r, and, in the proent claims, as counand railway com-

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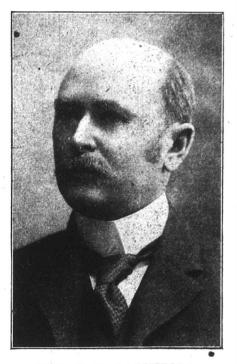
BRYSON, GRAHAM & COMPANY.

Ottawa's Greatest Store.

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tors to the capital, who can check their small baggage free of cost, and are made to feel thoroughly at home. The extensive popularity of this store is evinced on all excursion days, when its splendidly ordered lunch room is filled to overflowing, and thus 'Ottawa's Greatest Store,' with its two and three-quarter acres of floor space, is taxed to its utmost capacity.



HON. F. R. LATCHFORD.

The Hon. Francis Robert Latchford, K. C., practising law as Latchford, McDougall & Daly, of Ottawa, was born near that city in 1856, and was educated at Aylmer Academy and Ottawa University. He studied law at Ottawa and Toronto, and was admitted to practice in 1886. He was Minister of Public Works for Ontario in 1899, and at present represents the South Riding of Renfrew in the Legislature. He holds the degree of B.A., and was appointed Queen's Counsel in 1899.

THE OTTAWA ELECTRIC COMPANY.

The Ottawa Electric Company was organized in July, 1894, for the purpose of consolidating, under one management, three companies, previously established for supplying light, heat and power, namely: the Ottawa Electric Company, the Chaudiere Electric Light and Power Company (Limited), and the Standard Electric Company of Ottawa (Limited).

The executive staff of the company is composed of Messrs. T. Ahearn, president; F. V. Bronson, vice-president; A. A. Dion, general superintendent; D. R. Street, secretary-treasurer; J. Murphy, superintendent of stations; W. H. Baldwin, superintendent of hydraulic works, and W. G. Bradley, superintendent of lines.

All the distribution is overhead, the lines covering the cities of Ottawa and Hull thoroughly, nearly six thousand cedar poles being in use. The present Beilby's store, Ottawa. Mr. Beilby's ottawa.



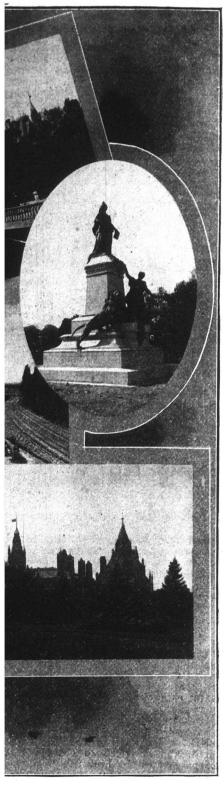
Mr. J. Carling Hon. W. M. Kell is a young gentlen enterprising and and promoter, ha between Ottawa a eight years. He Ottawa Dairy Co institution of great there being nothing kind in America; Produce Company and most extensive plant in Canada, a Kelly is the presi the Ottawa, Brock River Railway, a struction between ville, that will all

MR. T.

One of the mo Ottawa, to the f millinery establish Beilby & Compa street. Mr. T. S. of the business, with the well-kno Thomas May & C This, of itself, ou guarantee of his aging such a busin dence wanting, a well-stocked store skeptical.

Mr. Beilby kr quality of his goo posted on the req inine fancy. He 'Ready to wear' this season. Cor of the most varied hand that could be kind of trimmingers, ribbons, tass ments, buckles at suit every taste.

His shop staff an milliners to be ha order can be exect dispatch. Special paid to children's some of the most pieces ever shown Beilby's store, Ottawa. Mr. Bei imported by him frand New York.



OTTAWA.

Monument to Queen Victoria. The Parliament Buildings from the Grounds.

hase can be delivered to you for a listance of thirty-five miles around the itv.

Special attention is paid to all visiors to the capital, who can check their mall baggage free of cost, and are made

installation is one hundred and five thousand incandescent lamps, seven hundred and fifty arc lamps and one hundred and eighty-five motors, besides fans, heaters, etc.

The whole of the plant operated by this company is of the most modern kind, and all the work is planned in accordance with the best engineering prac-

The interconnection of the several stations belonging to this company and those of the Ottawa Electric Railway Company, and the Ottawa Power Company, for mutual assistance in emergendies, is a novel feature in plants of this kind, but one which must be of great advantage to all parties concerned, including the companies' patrons, who are

otherwise obtainable.

The present board of directors is as follows :-

thus given a degree of security not

T. Ahearn, F. V. Bronson, the Hon. E. H. Bronson, Alex. Lumsden, Jno. Coates, and Thomas Workman.

J. L. ORME & SON, MUSIC DEALERS.

The well known business, conducted for many years, under the firm name of J. L. Orme & Son, at 189 Sparks street, Ottawa, is at present being conducted by Messrs. Geo. L. and Matthew Orme. This business was established by Mr. J. L. Orme and Geo. L. Orme, in 1866. The firm are extensive dealers in pianos, organs, band instruments, sheet music, etc. They also repair all kinds of musical instruments and musical boxes, this work being one of their specialties, and done by skilled artizans, under the supervision of Mr. W. J. Hinchcliffe. Being manufacturers of high grade violations of the supervision o lins, guitars and other stringed instruments, this firm have facilities for doing this class of work cheaper and better than any other house in Canada. 'Do not throw it away, but have it made new,' is an expression often used by Mr. Orme, in speaking to a customer in regard to an old or broken instrument. This firm have received innumerable testimonials from musicians for whom they have made or repaired instruments of various kinds.

This firm also make large importations of band instruments of British, French and German makes, amounting to upwards of twenty thousand dollars per annum. A complete stock of Canadian, American and foreign sheet music is always kept on hand, and new music is constantly being received from foreign publishers.

The firm have a branch in the town of Brockville, Ont., which is managed by Mr. T. R. Back. The firm are representatives of Messrs. Steinway & Sons, New York; Nordheimer, Mason & Risch, Gerhard, Heintzman (pianos), Toronto, and are agents for the Besson Company (Limited), of London, England, manufacturers of brass instruments, celebrated the world over.

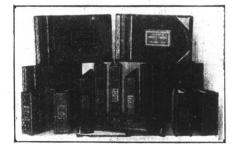
THE ROLLA L. CRAIN COMPANY (LIMITED).

The Loose Leaf Ledger System.

It is too late, at this date, to enter into a discussion on the merits of the 'Loose Leaf' or 'Continuous Ledger' system of book-keeping. Business men generally realize that the old cumbersome method of book-keeping must give way to improved systems, of which it is pretty widely acknowledged now that the Crain Continuous Ledger system is the best.

The Crain system, among other things, obviates the necessity for the opening of new books, periodically; admits of the concentration of all live accounts and the elimination of useless matter, and keeps all the items of an account together.

A combination lock accompanies each binder. These binders give all the advantages of a bound book without its disadvantages. The paper used in the continuous ledger is the Barker Bond Hinge ledger sheet. These books are flat-opening, a feature not found in any other books. This ledger is self-indexing. The manufacturers guarantee to repair, free of charge, any breakage occurring in this binder when caused by



defective material or faulty workman-

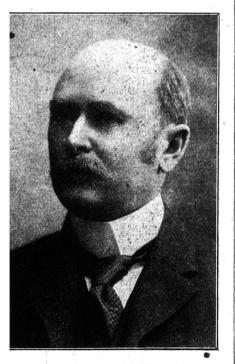
This system is applied to all lines of business, and the firm publishes a catalogue, which gives very full information in regard to this twentieth century method of keeping accounts.

The officers of the Rolla L. Crain Company (Limited) are Messrs. Geo. L. Orme, president; C. A. Douglas, vice-president; Rolla L. Crain, managing director, and Fred. C. Gilbert, secretary-treasurer. The business was established by Mr. Crain in 1892 and incorporated in 1900. Their place of business is at 174-178 Wellington street, Ottawa. In their business they employ about fifty Their goods (continuous ledhands. gers and loose-leaf forms) go to all parts of the Dominion, and branch offices have been established in Toronto, Montreal, Quebec, and Sydney, Australia.

In addition to their ledger business, the firm do a large artistic printing business in Ottawa. Their premises are substantial and complete in every de-



rs to the capital, who can check their ill baggage free of cost, and are made feel thoroughly at home. The exnsive popularity of this store is evinced all excursion days, when its splendid-ordered lunch room is filled to overwing, and thus 'Ottawa's Greatest ore,' with its two and three-quarter res of floor space, is taxed to its most capacity.



HON. F. R. LATCHFORD.

The Hon. Francis Robert Latchford, C., practising law as Latchford, Mebugall & Daly, of Ottawa, was born ar that city in 1856, and was educated Aylmer Academy and Ottawa Universy. He studied law at Ottawa and Tonto, and was admitted to practice in 86. He was Minister of Public Works r Ontario in 1899, and at present resents the South Riding of Renfrew in e Legislature. He holds the degree B.A., and was appointed Queen's bursel in 1899.

THE OTTAWA ELECTRIC COMPANY.

The Ottawa Electric Company was ornized in July, 1894, for the purpose of nsolidating, under one management, ree companies, previously established r supplying light, heat and power, mely: the Ottawa Electric Company, e Chaudiere Electric Light and Power mpany (Limited), and the Standard ectric Company of Ottawa (Limited). The executive staff of the company is mposed of Messrs. T. Ahearn, presint; F. V. Bronson, vice-president; A. Dion, general superintendent; R. Street, secretary-treasurer; J. urphy, superintendent of stations; W.

R. Street, secretary-treasurer; J. urphy, superintendent of stations; W. Baldwin, superintendent of hydraulic rks, and W. G. Bradley, superintennt of lines.

All the distribution is overhead, the ses covering the cities of Ottawa and all thoroughly, nearly six thousand dar poles being in use. The present Beilby's store, Ottawa. Mr. Elimported by him and New York.



MR. J. CARLING KELLY.

Mr. J. Carling Kelly, son of the late Hon. W. M. Kelly, of New Brunswick, is a young gentleman of 31 years of age, enterprising and capable as a financier and promoter, having been in business between Ottawa and London for about eight years. He is the promoter of the Ottawa Dairy Company (Limited), an institution of great credit to Ottawa, there being nothing to excel it of its kind in America; also of the Ottawa Produce Company (Limited), the finest and most extensive chemical cold storage plant in Canada, a pride of Ottawa. Mr. Kelly is the president and promoter of the Ottawa, Brockville and St. Lawrence River Railway, a new road under construction between Ottawa and Brockville, that will allow the Grand Trunk

access to the capital. He is also promoter and president of the Sapphire Corundum Company, (Limited), of London, England, the largest corundum company in the world, with a capital of one million pounds (£1,000,000) sterling, with offices in England, the United States and Canada. Six months of Mr. Kelly's business life is lived in Ottawa, and the remaining six months in England, where he is the owner of the Cockayne Hatley Estates, until recently occupied by the Marquis of Granby, for which Mr. Kelly paid some thirty-eight thousand pounds (£38,000) sterling. Mr. Kelly's financial standing in England is the best, and, we understand that among his clients, are numbered many of the nobility and wealthy financial people.

MR. T. S. BEILBY.

One of the most attractive spots in Ottawa, to the feminine mind, is the millinery establishment of Messrs. T. S. Beilby & Company, No. 36 O'Connor street. Mr. T. S. Beilby, the proprietor of the business, was for sixteen years with the well-known millinery firm of Thomas May & Company, of Montreal. This, of itself, ought to be a sufficient guarantee of his qualifications for managing such a business. Were more evidence wanting, a visit to his large and well-stocked store will convince the most skeptical.

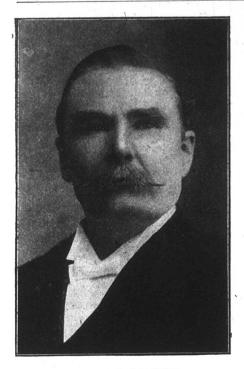
Mr. Beilby knows thoroughly the quality of his goods; he is equally well posted on the requirements of the feminine fancy. He was fully aware that 'Ready to wear' hats would be worn this season. Consequently he has one of the most varied and select stocks on hand that could be desired. He has every kind of trimming-goods, feathers, flowers, ribbons, tassels, tufts, fur ornaments, buckles and other sundries to suit every taste.

His shop staff are the most competent milliners to be had, and every possible order can be executed with neatness and dispatch. Special attention has been paid to children's and misses' hats, and some of the most tasty and becoming pieces ever shown are to be seen in Mr. Beilby's store, 36 O'Connor street, Ottawa. Mr. Beilby's choicest stock is imported by him from London, England, and New York



NAPOLEON A. BELCOURT, K.C.

Napoleon A. Belcourt, K.C., has been a prominent member of the House of Commons since 1896, and is well known throughout the Dominion. He was born in Toronto in 1860, and educated at Laval University; was admitted to the bar in 1882, and was appointed Queen's Counsel in 1897.



EDWARD MAHON.

Mr. Edward Mahon, barrister-at-law, of Ottawa, is one of the leading criminal lawyers in the profession. His recent brilliant and successful defence in the Macdonald case, has given him a great He is retained in most of the leading criminal cases that come to trial at Ottawa.

Mr. Mahon was born at Appleton, Ont., in 1853, and was educated at the Christian Brothers' Academy and the High School at Ottawa, and was gazetted a barrister-at-law at Osgoode Hall, Toronto, in 1880. His offices are in the Trust Building.

MR. J. W. WOODS, Lumbermen's Supplies.

One of the largest concerns of its kind in the Dominion of Canada, is that of Mr. J. W. Woods, of Ottawa, dealer in lumbermen's supplies. That there was a good field for a business of this kind is very evident from the fact that, although only starting in business in Ottawa in 1894, Mr. Woods, at the present time, employs two hundred and fifty hands in connection with this unique enterprise. Many of the largest lumber companies in the Dominion annually purchase their entire outfit from Mr. Woods. These requisites include canvas, contractors' vans, tents, oil skins, etc. To meet the requirements of his extensive business, Mr. Woods recently moved into large and conveniently arranged premises on Albert street, which were built for his accommodation.

His huge stock includes an endless variety of goods of every description that could possibly be required in a lumberman's camp, from the clothes which they wear to the food they eat, the utensils with which they do their cooking, and the medicine they need in time of sickness or accident. The firm have a very extensive connection in all parts of the country, nearly every camp in our forest regions being fitted out by this The firm have a well known concern.

are a special line manufactured in large

quantities by this firm.

Bicycles of the best makes and bicycle sundries of all kinds are kept in stock. Bicycle repairing, in its most particular branches, is done by a staff of competent workmen. This company's business is rapidly increasing, and they are now shipping considerable quantities of goods to South Africa, Australia and England. They employ a large staff, and their manufactures are in great demand all over the Dominion.

GARRIOCH, GODDARD & CO.,

Electrical Contractors.

The firm of Garrioch, Goddard & Company, electrical contractors, Ottawa, was established in 1895. The members of the firm are Messrs. W. H. G. Garrioch, C. R. T. Garrioch and A. J. Godard. The company manufacture electrical contractors, ottawa, was established in 1895. The members of the firm are Messrs. W. H. G. Garrioch, C. R. T. Garrioch and A. J. Godard. rical transformers, and their im-kind of electrical appliance. Their im-portations include fixtures, and high-land electrical supplies. They employ rical transformers, and deal in every class electrical supplies. They employ a large staff of men, and have facilities for installing complete electrical equipments for the transmission of power, electrical lighting by arc, incandescent or combination systems, etc. They can supply alternating and direct current dynamos, motors, lamps, wires, meters, transformers and all kinds of supplies, including electric bells and annunciators. They are also prepared to do repairs of all descriptions properly, promptly and with dispatch. Their work is guaran-teed. Contracts executed in all parts of the city by this firm can be seen and examined at any time. Many of the leading buildings have been fitted throughout with electrical fixtures by this firm. Among the business places in which they have installed electric appliances are the E. B. Eddy Company's works at Hull, the C.P.R. station at Ottawa, etc. They have recently put up a number of private telephone exchanges in the district.

OTTAWA CARBIDE COMPANY. (LIMITED.)

An enterprise that has had a wonderfully successful past, and is expected to have a still more brilliant future, is known all over the world as the Ottawa Carbide Company (Limited). The of-Carbide Company (Limited). The officers of the company are Messrs. E. H. Bronson, president; T. L. Wilson, vice-president, and L. Crannell, secretary.

This concern, which was established at Chaudiere Falls, Ottawa, in 1899, is the outgrowth of a small plant, started in St. Catharines, in 1897. The original plant manufactured up to the limit of a 1,000-H.P. capacity, whereas the present plant, build to meet the heavy demands, both existing and in prospect, has a ca-

pacity of 24,000 horse power.

The premises which are three hundred feet long and seventy-five feet wide, were constructed of stone, iron and steel, and the grinding mill is five stories in height. The product is put up in packages of one hundred pounds each, and shipped to all parts of the world. A large and constantly increasing trade is done with South Africa, Australia, China, Japan, Cuba and South America. Calcium carbide is used for producMR. W. H. McAULIFFE.

Lumber Merchant.

Mr. W. H. McAuliffe is one of most enterprising and successful who sale and retail lumber dealers in tawa, with yards and offices at 29 Du street. His stock of lumber inclupine, spruce, and hardwood, both dre ed and rough, lath, shingles, etc. has a large and varied stock always hand, and is in a position to cut a dress lumber to order, in any size style that may be required, on short rotice. As he have from the large As he buys from the larg notice. lumber firms, at bottom prices, he is a position to supply retailers and c tractors on very favorable terms, and any quantity. In connection with extensive yards, Mr. McAuliffe I sheds capable of holding a million f of seasoned lumber, and his yards admirably arranged for the convenient and rapid handling of lumber.

Mr. McAuliffe commenced business.

Mr. McAuliffe commenced busin ten years ago on St. Catherine stre Business has rapidly increased, until, present, over twenty hands are constally employed in connection with Mr. Auliffe's operations, and a branch ya has been secured and stocked in Hi for the convenience of his customers

Asked what he considered was m needed to promote this country's ware, Mr. McAuliffle replied: 'Broad views; take a lesson from the Unit States, send young men to travel mand see how things are done in otl countries.

THE OTTAWA TRUSS AND SURGE CAL MANUFACTURING COMPANY (LIMITED.)

Nos. 151-153 Sparks Street.

Though only incorporated six yes ago, the above named company has ma great progress, and established a verprosperous business. The output prosperous business. this firm has doubled each year since commencement. It is the only factor of its kind in the Dominion. lines include: trusses of every kin supporters of every known style, susp sories of latest designs, belts, cham jackets, elastic hosiery of superior qu ity, shoulder braces of approved patter crutches, splints, etc. All goods so by them are manufactured on the p mises by experienced workmen, unc the personal supervision of Mr. Jeffr the personal supervision of Mr. Jeffr who, for many years, was at the head the Jeffrey-Gotshall Company, of B falo, N.Y. Mr. Jeffrey is a Canadi by birth, and returned to Canada the purpose of establishing this busing in Ottawa, believing in the great futt of his native land. All the lead druggists in Canada are customers this firm, and three travellers are contained in the standy on the road, from the Maritin Provinces to the Pacific coast, in the Provinces to the Pacific coast, in t interests of this firm.

The premises occupied by this co pany are conveniently furnished their special business, and include fices, fitting rooms, etc., and the two tstories are devoted to the manufactiof their goods. A large and comple stock is kept constantly on hand. Sicial attention is paid to the mail ord well known concern. The firm have a very important branch in Toronto, the output of which is increasing greatly every year. In speaking of the policy which should be pursued in the interest of our national prosperity, Mr. Woods advises that we maintain our integrity and apply exactly the same policy to our neighbors as they apply to us.

MR. F. J. CASTLE,

Wholesale Tea Merchant.

In February, 1898, Mr. F. J. Castle commenced business as a tea merchant, n a small store on the wharf. When he began, he had only one boy as assistant, but business has increased phenomenaly, and, to-day, Mr. Castle employs twelve clerks in his establishment, which s situated at the corner of Queen and Metcalfe streets. In addition to his enormous tea business, Mr. Castle does an extensive trade in fancy groceries, many lines of which are imported.

Among the choice articles in this department, may be mentioned the following: Macaroni and vermicelli, French rener ing: Macaroni and vermicelli, French Castile soap, English pickles, sauces, preserves, American soups, ketchups, canned meats, West India lime juice, fancy rice, California evaporated fruits, and Mediterranean products. A very large proportion of Mr. Castle's goods is imported from England. His Ceylon, India and Japan tees. Mr. Castle imports direct from the teas, Mr. Castle imports direct from the growers in those countries.

In addition to his local trade, Mr. Castle sends large shipments to various parts of Ontario and Quebec, where the quality of his goods has secured him a large number of permanent customers. Mr. Castle has also established a branch in Rochester, New York.

Mr. Castle is interested in many questions affecting the commercial interests of the Dominion, and amongst other things, he is a strong advocate of a fast line of Atlantic steamers, and the com-pletion and operation of the Georgian Bay Canal. He would also encourage in every reasonable way, the bringing to Canada of the right kind of people to help build up our country and nation.

KETCHUM & COMPANY SPORTING GOODS.

Sportsmen will find in Ketchum & Company's up-to-date sporting goods emporium every requisite they could wish for. This firm was established six years ago by Messrs. H. G. Ketchum and Z. C. Ketchum, and they have since been joined by Mr. George Easdale, these three gentlemen now composing the firm. Their place of business is at Nos. 104-106 Bank street, run-

ness is at Nos. 104-106 bank street, run-ning through to No. 247 Albert street. The firm carry a complete range of guns, rifles, and ammunition, all of the best makes. They pay particular at-tention to the requirements of fishermen, keeping on hand, constantly, complete lines of fishing tackle, rods, etc. Among the many articles called for by athletes, may be mentioned boxing gloves, footballs, hockey clubs, lacrosse sticks, and golfing sundrices.

sticks, and golfing sundries.
Clubs and individuals requiring outfits in any line of sport can be supplied by this house on shortest notice. Catalogues are furnished on application and mail orders receive prompt attention. Skates

ing acetylene gas, which is used for lighting isolated buildings, manufactories, etc. Acetylene gas is generally used in place of coal oil lighting, and gives the best artificial light obtainable. This is now being used to light a large number of towns in Ontario, including Lindsay, Oshawa, Bradford, Carberry, Manitoba and others.

department, which is kept very busy This department has the personal atten tion of the manager.

The officers of the company are Dr. R H. Preston, ex-M.P.P., president; Mr. F. A. Heney, secretary; Mr. F. Castle, treasurer, and Mr. C. W. Jeffrey manager. The company also have branch in Yonkers, N.Y.

Insure Canadian Railway Accident Insurance Company

HEAD OFFICE, OTTAWA, ONT.

AUTHORIZED CAPITAL - \$500,000 | SUBSCRIBED CAPITAL, - \$200,000

A purely Canadian Company. Issues all classes of personal, accident and sickness insurance.

DENIS MURPHY, President. H. K. EGAN, First Vice-President. JOHN EMO, General Manager.

 A. J. BARR, Second Vice-President.
 J. P. DICKSON, Secretary-Treasurer. R. C RIPLEY, Inspector

District Agents:

R. C. SCOTT, District Agent.

Room No. 1, Nordheimer Building,

Montreal, Que.

FRANK GLASS, District Agent, 179 St. Peter street, Quebec, Que.

F. C. ROBINS, District Agent, Canada Life Building, Hamilton, Ont.

J. A. MACDONALD, District Agent, 44 Victoria street, Toronto, Ont.

ANDREW LAKE, District Agent, P. O. Box 735, Winnipeg, Man. A. W. R. MARKLEY, District Agent, Calgary, Alta.

A. R. WATERFALL, District Agent, McKinnon Block, Vancouver, B.C. ANDREW BLAIR, District Agent, 45 Princess street, St. John, N.B. GRANT, OXLEY & CO., District Agents 68 Bedford Row, Halifax, N.S.

AGENTS WANTED. Apply 58 Queen Street, OTTAWA.



BANK OF OTTAWA.

Capital (fully paid up) \$2.000,000.00 - - . - - \$1,765,000.00

Board of Directors. GEO. HAY, Vice-President. CHARLES MAGEE. President.

HON. GEORGE BRYSON.

JOHN MATHER. | DAVID MACLAREN. | DENIS MURPHY. ALEX. FRASER. HEAD OFFICE-OTTAWA, ONT.

GEO. BURN, General Manager. | D. M. FINN L. C. OWAN, Inspecting Officer. D. M. FINNIE, Ottawa, Manager.

Branches.

	DI GILCIO	
Alexandria Ontario.	KempvilleOntario.	
ArnpriorOntario.	Lanark Ontario.	
AvonmoreOntario.	LachuteQuebec.	
Bracebridge Ontario.	Mattawa Ontario.	
Carleton PlaceOntario.	MaxvilleOntarlo	
CobdenOntario.	MontrealQuebec.	
Dauphin Manitoba.	North Bay Ontario.	
Emerson Manitoba.	Ottawa, Bank St Ontario.	
Granby Quebec.	Ottawa, Rideau StOntario.	
Hawkesbury Ontario.	Ottawa, Somerset St. Ontario.	
HullQuebee.	Parry Sound Ontario.	
Keewatin Ontario.	Pembroke Ontario.	

ortage La Prairi	
rince Albert	Saskatchewan
Rat Portage	Ontario.
Renfrew	Ontario.
shawinigan Falls	Quebec.
mith's Falls	
oronto	Ontario.
ankleek Hill	Ontario.
Vinchester	Ontario.
Vinnipeg	

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'Sunday Reader' Ma

nufactured in large

makes and bicycle are kept in stock. its most particular staff of competent ipany's business is id they are now quantities of goods stralia and Eng-a large staff, and e in great demand

DARD & CO.,

ntractors.

ioch, Goddard & intractors, Ottawa, 95. The members rs. W. H. G. Gar-ch and A. J. Godmanufacture electnd deal in every liance. Their im-xtures, and highxtures, and highes. They employ and have facilities to electrical equipmission of power, arc, incandescent is, etc. They can nd direct current ips, wires, meters, kinds of supplies, and annunciators. d to do repairs of rly, promptly and work is guaran-cuted in all parts m can be seen and e. Many of the ave been fitted trical fixtures by he business places installed electric E. B. Eddy Com-the C.P.R. station ney have recently private telephone

DE COMPANY, ED.)

has had a wonderand is expected to orilliant future, is orld as the Ottawa mited). The of-are Messrs. E. H. '. L. Wilson, viceinnell, secretary. h was established

)ttawa, in 1899, is nall plant, started 897. The original to the limit of a hereas the present ne heavy demands, prospect, has a ca-

power. h are three hunseventy-five feet of stone, iron and g mill is five stoproduct is put up idred pounds each, arts of the world. y increasing trade Africa, Australia, nd South America. used for producMR. W. H. McAULIFFE.

Lumber Merchant.

Mr. W. H. McAuliffe is one of the most enterprising and successful whole-sale and retail lumber dealers in Ot-tawa, with yards and offices at 29 Duke street. His stock of lumber includes pine, spruce, and hardwood, both dressed and rough, lath, shingles, etc. He has a large and varied stock always on hand, and is in a position to cut and dress lumber to order, in any size or style that may be required, on shortest notice. As he buys from the largest lumber firms, at bottom prices, he is in a position to supply retailers and cona position to supply retailers and contractors on very favorable terms, and in any quantity. In connection with his extensive yards, Mr. McAuliffe has sheds capable of holding a million feet of seasoned lumber, and his yards are admirably arranged for the convenient and rapid handling of lumber.

Mr. McAuliffe commenced business

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Nos. 151-153 Sparks Street.

Though only incorporated six years ago, the above named company has made great progress, and established a very prosperous business. The output of this firm has doubled each year since its commencement. It is the only factory of its kind in the Dominion. Their lines include: trusses of every kind, supporters of every known style, suspensories of latest designs, belts, chamois jackets, elastic hosiery of superior quality, shoulder braces of approved patterns, crutches, splints, etc. All goods sold by them are manufactured on the premises by experienced workmen, under the personal supervision of Mr. Jeffrey, the personal supervision of Mr. Jeffrey, who, for many years, was at the head of the Jeffrey-Gotshall Company, of Buffalo, N.Y. Mr. Jeffrey is a Canadian by birth, and returned to Canada for the purpose of establishing this business in Ottawa, believing in the great future of his native land. All the leading druggists in Canada are customers of this firm, and three travellers are constantly on the road, from the Maritime Provinces to the Pacific coast, in the interests of this firm.

The premises occupied by this com-

interests of this firm.

The premises occupied by this company are conveniently furnished for their special business, and include offices, fitting rooms, etc., and the two top stories are devoted to the manufacture of their goods. A large and complete stock is kept constantly on hand. Special attention is paid to the mail order

STANDARD

STEEL PLATE RANGES. COOK STOVES. CAST IRON RANGES.



NATIONAL

HOT AIR FURNACES. WOOD FURNACES.

HOT WATER BOILERS.

Sole Manufacturers of the above famous lines.

The Ottawa Furnace

and Foundry Co. Ltd. A. HOLLLA

OTTAWA.

ONT.



Holland Acetyle

338 SPAF OTTA



which is used for ildings, manufactor-e gas is generally al oil lighting, and cial light obtainable. used to light a large Ontario, including Bradford, Carberry, department, which is kept very busy. This department has the personal attention of the manager.

The officers of the company are Dr. R. H. Preston, ex-M.P.P., president; Mr. F. A. Heney, secretary; Mr. F. C. Castle, treasurer, and Mr. C. W. Jeffrey, manager. The company also have a branch in Yonkers, N.Y.

in Railway Accident Insurance Company

HEAD OFFICE, OTTAWA, ONT.

\$500,000 | SUBSCRIBED CAPITAL, - \$200,000

ompany. Issues all classes of personal, accident and sickness insurance.

President. t Vice-President. al Manager.

District Agents:

ict Agent. dheimer Building, al, Que.

District Agent, eet, Quebec, Que.

District Agent, ing, Hamilton, Ont.

JD, District Agent, et, Toronto, Ont.

 A. J. BARR, Second Vice-President.
 J. P. DICKSON, Secretary-Treasurer. R. C RIPLEY, Inspector

ANDREW LAKE, District Agent, P. O. Box 735, Winnipeg, Man. A. W. R. MARKLEY, District Agent,

Calgary, Alta.

A. R. WATERFALL, District Agent, McKinnon Block, Vancouver, B.C. ANDREW BLAIR, District Agent, 45 Princess street, St. John, N.B.

GRANT, OXLEY & CO., District Agents, 68 Bedford Row, Halifax, N.S.

AGENTS WANTED. Apply 58 Queen Street, OTTAWA.



OTTAWA, CANADA.

BANK OF OTTAWA.

Capital (fully paid up) \$2.000,000.00

Board of Directors. MAGEE. President. GEO. HAY, Vice-President.

HON. GEORGE BRYSON.

JOHN MATHER. | DAVID MACLAREN. | DENIS MURPHY.

HEAD OFFICE-OTTAWA, ONT.

eneral Manager. D. M. FINNIE, Ottawa, Manager. L. C. OWAN, Inspecting Officer.

Kempville Ontario.
Lanark Ontario.
Lachute Quebec.
Mattawa Ontario.
Maxville Ontario.
Montreal Quebec.
North Bay Ontario.
Ottawa, Bank St. Ontario.
Ottawa, Rideau St. Ontario.
Ottawa, Somerset St. Ontario.
Pembroke Ontario. itario. itario. itario. tario. initoba. itario.

Portage La Prairie. Manitoha.
Prince Albert...... Saskatchewan
Rat Portage..... Ontario. Rat Portage Ontario,
Renfrew Ontario,
Shawinigan Falls Quebec,
Smith's Falls Ontario,
Toronto Ontario,
Vankleek Hill Ontario,
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NEW EDINI





and Hardwood Flooring



FACTORY AN

MANUFA

Rough and Dressed Lumber, Dir

Sash, Doors, Blinds, Mou

Hardwood Finish, G

OFFICE, BANK AND CHUR

those will be well informed " Sunday Reader' Magazine, London, Eng,

TANDARD

STEEL PLATE RANGES.
COOK STOVES.
CAST IRON RANGES.



ATIONAL

HOT AIR FURNACES.
WOOD FURNACES.

HOT WATER BOILERS.

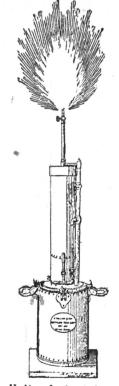
le Manufacturers of the above famous lines.

2 Ottawa Furnace

and Foundry Co. Ltd.

TTAWA,

ONT.



For Bridge
Builders,
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General Manager.

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Large Assortment of Patterns.

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OTTAWA.

John M. Garland, Son & Co.

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OTTAWA, CANADA.

WHOLESALE DRY GOODS

Wholesale Carpets & House Furnishings

D Wholesale Smallwares, Laces & Ribbons

Wholesale Men's Furnishings

Wholesale Woolens & Tailors' Trimmings



LUMBERMEN'S SUPPLIES A SPECIALTY.





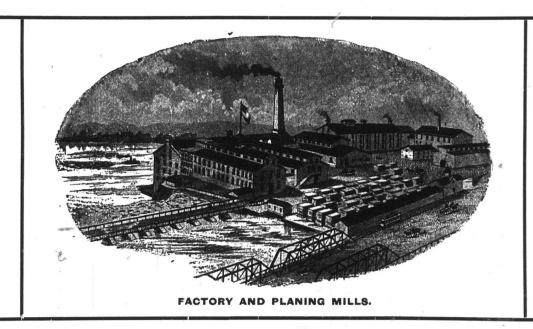
LUMBER!

1. C. EDWARDS & CO., (Limited)

NEW EDINBURGH MILLS,

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Pine and Hardwood Flooring.



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ugh and Dressed Lumber, Dimension Timber, Lath, Shingles, etc.

Sash, Doors, Blinds, Mouldings, House Finish, Interior

Hardwood Finish, Grilles, Carved Mouldings.

FFICE, BANK AND CHURCH FURNITURE A SPECIALTY.

The City of Quebec. The Most Historical and Most Interesting City in Canada. It Appears to be Well Started on an Era of Increased Activity.



<u>Ϫϗϗϗϗϗϗϗϗϗϗϗϗϗϗϗϗϗϗϗϗϗϗϗ</u>

Quebec is at once the oldest, quaintest, most interesting and most picturesque city in Canada. There are few more picturesque cities in the world. Perched upon Cape Diamond and clustering around its broad and rocky base, the city presents a most striking appearance from the decks of distant vessels ascending or descending the broad St. Lawrence, with visitors from distant One must be lost to all countries. appreciation of the beautiful who could pass by Quebec without a longing to make a close acquaintance with the old And fair as city's natural beauties. appears the old bastioned city at a distance, it is at close quarters that she appears at her best. From the city's streets and promenades one catches glimpses of superb natural scenery combinations of rugged mountains, smiling villages, green meadows, sombre forests and isle-adorned flood—which make up views of ravishing beauty. And there is the halo of historic romance over everything, for Quebec is pre-eminently an historic and romantic city. Of late years the bustling spirit of com-mercialism has been allowed to jostle the purely romantic and historical, but, though Quebec is now thoroughly alive to the importance of commercial progress, her people seem determined to maintain a barrier between her historical treasures and modern vandalism.



dertaken in the hope of saving the heroic Gordon, beset by savage hordes at Khartoum in the distant Soudan. 1897 the streets of Quebec resound to the tramp of another splendid body of warlike men marching from the Citadel to a transport. It is the contingent representing the whole militia force of Canada, from Atlantic to Pacific, select-Canada, from Atlantic to Pacific, selected to represent the manhood and the burning loyalty of Canada at the Diamond Jubilee of the empire's beloved Queen, Victoria the Good. But a few years elapse before there is another 'trooper on the tide' below the frowning fortress. Again, in 1899, the streets of the old city resound with the tramp of the old city resound with the tramp of armed men—men with serious faces this time. They are the pick of Canada's sons, and the leading people of all the great centres of the brown Dominion are in Quebec to witness their progress, through the historic streets. progress through the historic streets. The hoary old buildings resound with the echoes of patriotic music and vociferous cheering; but there are sobbing women and anxious men in those cheering crowds. Quebec is bidding God-speed to Canada's first contingent to South Africa—a preliminary lesson to the world of the depth and reality of Canadian attachment to the British Empire.

But Quebec's history is not wholly of a military character. The old city has played an important part in the political history of the Dominion, for has she not been the capital of United Canada, and was it not here that the inter-colonial conference which framed the Canadian Confederation met?

For some years, as a result of the curtailment of the lumber trade, and partly owing to the monopoly of the importing trade by Montreal, the commerce of Quebec languished, but a great revival has lately taken place, and forcibly recalls the far-reaching commercial activity of Quebec in the past. In the early part of the eighteenth century Quebec part of the eighteenth century Quebec practically monopolized the import and export trade of New France. In 1717 the population of Quebec was 7,000, of Montreal, only 3,000. A brisk trade was done between Quebec and the West Indian between Quebec and the West Indian between the control of t dies, but Montreal was beginning to reach out for it. The western town was already beginning to command the best part of the fur trade. June 31st, 1764, the first number of the Quebec 'Gazette' appeared, evidence of the infusion of British enterprise The Napoleonic decrees closing the ports of the Baltic to England has a most beneing the past few years in municipal mat ters. A beautiful City Hall has been erected, many of the principal street paved, streets better lighted, and all of the civic services considerably improved

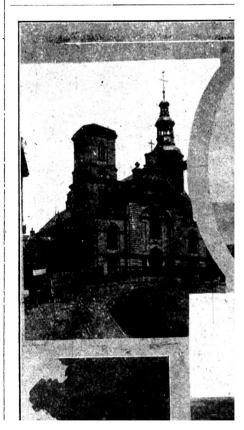
The city of Quebec was incorporate by Act of Parliament in 1833, its firs mayor being Judge Elzear Bedard. The city was visited May, 28, 1845, by great conflagrations, which rendered 16,00 persons homeless, and proved a serious blow to business at the same. Some ten years later the first city water work were provided.

The general trade of Quebec has been very considerably increased through th very considerably increased through the opening up and settlement of the back country north of the city. The Lak St. John Railway and the Lake St John colonization work have given homes to thousands of colonists, and brought much trade to the wholesal dealers of Quebec. This St. John region is invaded each summer by hundreds of sportsmen from other parts of Canada, the United States and Europe The shoe and leather trade has don

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THE QUEBEC KAILWAY, LIGHT AND POWER COMPANY.

The above-named company, until quit recently known as the Quebec, Mont morency and Charlevoix Railway, wa built to carry pilgrims to and from th shrine of St. Anne de Beaupré. Th road extends from Quebec, where it terminus is within a block of the Canadian Pacific and the Quebec and Lak St. John Railways, and about 10 minutes St. John Railways, and about 10 minutes walk from the ferries, connecting with the Grand Trunk, the Intercolonial and the Quebec Central Railways, to St





HON. S. N. PARENT,

Premier of the Province of Quebec and Mayor of the City of Quebec.

Much of the history of not only Canada, but the whole of America centres round the city of Quebec, the great walled City of the North, the buttless of French power on the continent. Founded by Samuel de Champlain in 1608, her early days were full of danger, and stirring adventure. Sickness and the prowling Indian seemed united to accomplish the destruction of the infant colony, and nothing but the most devoted courage and perseverance saved her. In 1629 she underwent her first siege, submitted to starvation and Kirke's fleet, and saw the flag of England raised for the first time on Cape Diamond. Shortly afterwards the place was returned to France by Charles the First. In 1690, under the brave Count de Frontenac, one of the heroic figures in American history, she successfully defied Admiral Phipps and his powerful accordance from New England and ful squadron from New England, and in 1759 saw the famous struggle before her walls between Wolfe and Montcalm. Then the fleur-de-lys went down for good, and the British flag replaced it. The following year she looked out upon the fierce struggle at St. Foye, the last gallant effort of a lost and betrayed cause. In 1776 the revolution in the New England colonies, made possible by the British conquest of Canada, took place, and once more Quebec is besieged, this time by the adventurous troops of Britain's obstreperous offspring to the south. French Canadian, militiaman, and British soldier and sailor stand shoulder to shoulder in defence of the old fortress this time, and triumph, Montgomery meeting a soldier's death in the snow, on a shoulder of Cape Diamond. Britain's command of the sea kept Quebec safe from attack during the war of 1812-1814, Canada's war of independence. But she has played her part in the military history of Canada since then. In 1871 she saw the last of the regular regiments which had garrisoned Canada since the conquest embark upon the transports for Britain, and her citadel, the key of Canada, handed over to the care of Canadian soldiers, a recognition by Britain of Canada's loyalty and capacity, and a pledge by Canada of her fealty. After the Crimean War the old fortress sees another British regiment (the 100th) embark upon the troopships; but this time officers and men are Canadians, and the regiment is a voluntary contribution by Canada to the defence of the British Empire—a practical token of Canada's loyalty. In 1884 the Citadel booms out a salute to another troopship as she passes out to sea on her way from Montreal. It is the 'Ocean King,' with 300 of Canada's stalwart sons, going to serve the empire as vovageurs on the Nile expedition un-

Gazette appeared, evidence of British enterprise Napoleonic decrees closing the ports of the Baltic to England has a most beneficial effect upon Quebec. According to Sir James Lemoine in the Canadian Encyclopedia, "in 1808, the decrees brought to Quebec hundreds of British ships in quest of the wealth of our forests, our square timber, pine and spruce deals, and masts for the British navy. Thus originated the lucrative timber trade, the immediate successor to the traffic in It lasted more than half a century, and British merchantmen of large tonnage continued to crowd the port—the annual arrivals from sea reaching some seasons to 1,380 square-rigged ships. Canadian ship-building received a healthy impetus; Quebec-built ships scoured every sea, and were sought for in European markets.'

Then succeeded the period of shipbuilding, Quebec ship-yards turning out many of the finest class of vessels an-In 1825 two ships, considered nually. for their size leviathans at that period -the Columbus, 3,090 tons, and the Baron of Renfrew, 5,888 tons, were launched at the island of Orleans. In 1831 the first steamship to cross the Atlantic under steam alone, the 'Royal William' was launched at Anse des Meres, and towed up to Montreal to be engined. This pioneer steamship was

of 1,370 tons register.

During the seventies the general reduction of the lumber trade caused a great falling off in the city's shipping business, this being also contributed to by the deepening of the ship channel to Montreal, the gradual replacing of sailing vessels by steamships and the increase in the size of sea-going shipping. Within the last five or six years a new era of prosperity appears to nave dawned for Quebec. Local railways have been constructed to the north and east, and a splendid bridge, now in course of construction, will connect the citadel city with the railway systems on the south of the St. Lawrence. Considerable extensions have been made to the harbor accommodation, cold storage plants have been installed, and great grain elevators erected on the wharves. The Great Northern Railway, connecting with the Canada Atlantic, has recently given Quebec a new and very direct railway connection with the Great Lakes, and the trade of the city has responded to the spirit of enterprise which all of these works represent.

In 1900 the exports of the port of Quebec were valued at \$5,173,843; imports, \$4,439,922; entered for consumption, \$5,355,105; duty collected, \$961,-

937.79.

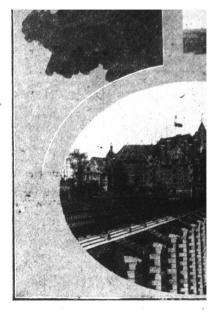
For 1901 we have -Exports, \$5,055,-336; imports, \$6,324,991; entered for consumption, \$6,279,477; duty collected, \$1,065,026,390.

1902—Exports, \$4,438,492; imports, \$6,941,665; entered for consumption, \$6,813,839; duty, \$1,096,658.58.

The city is also showing a more satisfactory increase in population than it did, though the last census was probably taken a year too soon to give a correct idea of the improvement in this respect, the increase during the past twelve months being quite marked.

Quebec, which is the third largest city in Canada, has, according to the census of 1901, a population of 68,840, as against 63,090 in 1891; 62,446 in 1881, and 59,699

in 1871. A marked advance has been made dur-



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The Basilica. Dufferin Terrace.

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HON. SIR C. A. P. PELLETIER, K.C.M.G.,

Representing Quebec in the Senate of Canada.

also the important industrial districts of Ottawa, Hawkesbury, Lachute, St. Jerome, Joliette, Shawinigan Falls (the Niagara of the East), Grand'Mere, Chicoutimi and Quebec. It is the short line from the west to Lake St. John and the far famed Saguenay, and the roadway to the beautiful Laurentian hills.

Wade, whose experitimber trade has than forty years i dom and this count Besides Mr. Pete troit, the present Arthur Export C Harold Kennedy, IT. Ross, vice-presid W. Ross, all of Qu P. E. Gilman, of maining sharehold Egan and Mr. J. F the Hon. John William Price, of (Martin, Baronet, of original shareholder formation of the comr. Ed. Harper responsible duties a B. Patton, acts as E. M. Nicholson r the branch office in Walcot (Limited), street, London, act United Kingdom

O. L. RICHAR

The Pioneer Leat House in the in 1812.

A successful busir nine years, under trecord of which any proud. This is th possessed by O. L. whose establishmen its line, having beer the grandfather (Richardson. They diversified stock of shoemakers' finding dles, moccasins, har The harness factory Here are made sing and heavy harness, into which enters of and materials. cialty of moccasins, and harness, and t lines are not surpas the country. The extends all over Qu Brunswick, Nova ward Island and Ma regular men and th are kept on the roa name, O. L. Richar most become a hou the trade, who hole high esteem for the able policy. They in commercial and They are one of those s sentative houses the bec's jobbing intere Mr. O. B. C. Ric O. L. Richardson, i

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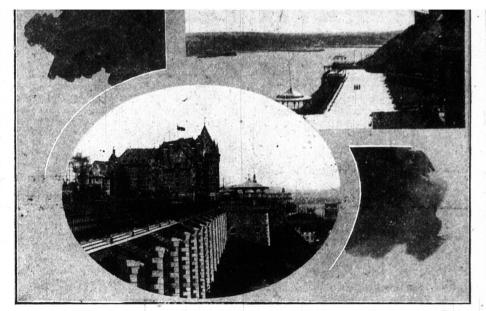
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Along the line of the Great Northern Railway are many ideal sites for manufacturing establishments. Forests of spruce, pine, birch, elm and maple are waiting for the pulp mill and the saw mill owner. The road offers special in-ducements to encourage manufacturers to establish plants along their line, and seekers for favorable locations can find none better in all Canada, and will do well to communicate with the officials of the road.

At Quebec, the Great Northern has two elevators, No. 1 holding one million bushels of grain and No. 2, one quarter They are of the most of a million. modern character, and the dock permits of any vessel loading there, and has accommodations for steamers of twelve thousand tons and over. The terminals are the best on this side of the Atlantic.

The headquarters of the Great North-

ern Railway of Canada are in Quebec.
Mr. J. G. Scott is general manager,
and Mr. Guy Tombs, general passenger
agent. Both gentlemen are very widely known in all circles throughout the Dominion, and are making a favorite route of the Great Northern.

THE McARTHUR EXPORT COM-PANY (LIMITED.)

McArthur Export Company (Limited), of Quebec, was formed to take over the export business in timber, deals and other wood goods, previously carried on by the McArthur Brothers Company (Limited), of Toronto, Detroit and Quebec. It was incorporated as a chartered company on Jan. 20, 1901, being the first charter granted during the present reign in the Province of Quebec.

The business of the McArthur Brothrs Company (Limited), was founded in 1859, and for many years was carried on by Messrs. John, Alexander and Peter McArthur. The business for the past twenty-five years has consisted of the shipment, on contract and consignment, of cargoes, to the markets of the United Kingdom.

The Quebec management has rested, since 1890, with Mr. Edward Harper

French Canadian in the Dominion, Z. Paquet, of Qu was established in Paquet, of the An withstanding the eighty-four Cana possesses health a enable him to at regularly, and v pride the constan

enjoyed by the fi In 1897 Mr. Pac ness, and handed affairs over to his J. A. Paquet. T of affairs, and por and enterprise, c with much success he was compelled

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J. BURSTAI

Of Quebec, Mo

This highly resp lished firm of tim large business in deals and other Britain.

The business is by Messrs. John lingsley. Mr. Bi conducts the Can ness, resides in Q office is establishe fact that the la goods are transhi vessels at Montr have a branch of

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J. Burstall & years, purchased a tured by J. R. B mills at Ottawa, a siderable portion dition to that of turers.

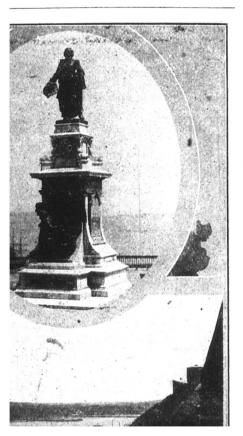
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Wade, whose experience in the Canadian timber trade has extended over more than forty years in the United Kingdom and this country.

Besides Mr. Peter McArthur, of Detroit, the present directors of the McArthur Export Company, are Mr. Harold Kennedy, president; Mr. John T. Ross, vice-president, and Mr. Frank W. Ross, all of Quebec, and the Hon. P. E. Gilman, of Montreal. The remaining shareholders are Mr. H. R. Egan and Mr. J. B. Fraser, of Ottawa, the Hon. John Sharples, and Mr. William Price, of Quebec. Sir Richard Martin, Baronet, of Dublin, one of the original shareholders, has died since the formation of the company.

Mr. Ed. Harper Wade continues his

Mr. Ed. Harper Wade continues his responsible duties as manager; Mr. H. B. Patton, acts as secretary, and Mr. E. M. Nicholson remains in charge of the branch office in Montreal. Messrs. Walcot (Limited), of 17 Grace Church street, London, act as agents for the United Kingdom and the Continent.

O. L. RICHARDSON & SONS.

The Pioneer Leather and Saddlery House in the Dominion.—Founded in 1812.

A successful business career of eightynine years, under the same name, is a record of which any firm might well feel proud. This is the unique distinction possessed by O. L. Richardson & Sons, whose establishment is the pioneer in its line, having been founded in 1812 by the grandfather of the late O. L. Richardson. They carry a large and diversified stock of leather, saddlers' and shoemakers' findings, tools, harness, saddles, moccasins, hand made boots, etc. The harness factory is located at Levis. Here are made single and double, light and heavy harness, collars, saddles, etc., into which enters only the best leather and materials. The firm make a specialty of moccasins, hand sewed boots and harness, and their goods in these lines are not surpassed by any house in the country. The trade of the house extends all over Quebec Province, New Brunswick, Nova Scotia, Prince Edward Island and Magdalen Islands. Two regular men and three commission men are kept on the road constantly. The name, O. L. Richardson & Sons, has almost become a household word among the trade, who hold the firm in very high esteem for their liberal and honorable policy. They stand eminently high in commercial and financial circles, and are one of those solid, reliable, representative houses that well sustain Que-

bec's jobbing interests in their line.

Mr. O. B. C. Richardson, son of Mr.
O. L. Richardson, is now the sole proprietor of the business Mr. Richardson has literally grown up in the trade, and knows it in detail. He possesses many of those commendable characteristics which predominated so strongly in his father.

MR. Z. PAQUET.

We are happy to be able to introduce to the public the most important French Canadian fancy dry goods house in the Dominion, namely, that of Mr. Z. Paquet, of Quebec. This business was established in 1850 by Mr. Zephirin

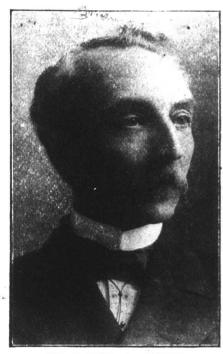
HENRY FRY & CO...

Steamship and Commission Merchants.

One of the most prominent firms connected with the commercial life of Quebec city is that of Henry Fry & Company, commission merchants. Forty-eight years ago this business was established by Mr. Henry Fry. At that time they were ship owners and timber mer-chants. In 1882 Mr. Henry Fry retired from active business and the firm. Mr. Ed. C. Fry, who had been the manager for a number of years, and Mr. Robert Stanley, who had also been long connected with the firm, formed a partnership, and the business has been continued by them with most gratifying success ever since. Their present business is that of commission merchants and agents for steamship owners and marine underwriters. In these important lines the firm have business connections with concerns in the United Kingdom, France and other continental countries. They have acted as agents for Messrs. Wm. Thomson & Sons, owners of the Thomson line of steamers, for over thirty years. They are also agents for the Lord line, and have represented Lloyds of London since 1856. They represent other leading marine underwriters in Great Britain, and also the London, Liverpool and Glasgow Salvage Associations.

Needless to say, these important connections did not come to this firm by mere chance. The fundamental principles underlying their success included integrity, punctuality, thoroughness, capacity, judgment, diligence, and system. To-day they have a business and a reputation that is known in all parts of the world. They are regarded as authorities in marine and underwriting

matters.



SIR LOUIS A. JETTE, Lieutenant-Governor of the Province of Quebec.

MD TOTTM DDD 4173



QUEBEC.

Champlain Monument. Looking over the Terrace.

Along the line of the Great Northern alway are many ideal sites for manusturing establishments. Forests of ruce, pine, birch, elm and maple are iting for the pulp mill and the saw ll owner. The road offers special incements to encourage manufacturers establish plants along their line, and electric for favorable locations can find ne better in all Canada, and will do all to communicate with the officials the road.

At Quebec, the Great Northern has o elevators, No. 1 holding one million shels of grain and No. 2, one quarter a million. They are of the most odern character, and the dock permits any vessel loading there, and has sommodations for steamers of twelve ousand tons and over. The terminals the best on this side of the Atlantic. The headquarters of the Great Northmark Railway of Canada are in Quebec. Mr. J. G. Scott is general manager, d. Mr. Guy Tombs, general passenger ent. Both gentlemen are very wideknown in all circles throughout the minion, and are making a favorite ate of the Great Northern.

THE McARTHUR EXPORT COM-PANY (LIMITED.)

The McArthur Export Company imited), of Quebec, was formed to se over the export business in timber, als and other wood goods, previously ried on by the McArthur Brothers mpany (Limited), of Toronto, Detroit d Quebec. It was incorporated as a artered company on Jan. 20, 1901, be; the first charter granted during the sent reign in the Province of Quebec. The business of the McArthur Broth-Company (Limited), was founded in 19, and for many years was carried on Messrs. John, Alexander and Peter Arthur. The business for the past enty-five years has consisted of the pment, on contract and consignment, cargoes, to the markets of the United ngdom.

The Quebec management has rested, ce 1890, with Mr. Edward Harper

French Canadian fancy dry goods house in the Dominion, namely, that of Mr. Z. Paquet, of Quebec. This business was established in 1850 by Mr. Zephirin Paquet, of the Ancient Capital, who, notwithstanding the fact that he has seen eighty-four Canadian winters, to-day possesses health and vigor sufficient to enable him to attend his establishment regularly, and view with pardonable pride the constantly increasing business enjoyed by the firm.

In 1897 Mr. Paquet retired from business, and handed the management of affairs over to his son, the late Senator J. A. Paquet. The latter being a man of affairs, and possessed of great energy and enterprise, conducted the business with much success, until in March, 1901, he was compelled to resign owing to illhealth, which later resulted fatally.

health, which later resulted fatally.

Upon his death Mr. G. A. Vandry, his chief accountant, and the Hon. V. W. LaRue, notary and member of the Legislative Assembly, were appointed executors of his estate. Mr. Vandry became general manager of the business, and his choice has proved a most judicious one, as the constantly-growing business of the firm amply shows, and the activity and bustle to be observed about this establishment, particularly in the winter season, is further proof that Mr. Vandry is the right man for his important and responsible position.

J. BURSTALL & COMPANY,

Of Quebec, Montreal and London, England.

This highly respectable and long established firm of timber merchants, does a large business in the export of timber, deals and other wood goods to Great Britain.

The business is owned and conducted by Messrs. John F. Burstall and F. Billingsley. Mr. Burstall resides in London, England, and Mr. Billingsley, who conducts the Canadian end of the business, resides in Quebec, where the head office is established, notwithstanding the fact that the larger portion of their goods are transhipped into ocean going vessels at Montreal, where they also have a branch office.

In former years, when the ocean trade was done by sailing vessels only, the transhipment of deals as well as timber, was done at Quebec, but owing to labor trouble there, and the advent of steamships, most of the sawn wood trade has passed on to Montreal.

Quebec being a more convenient port for the handling of timber still retains this portion of the trade. Rafts continue to be brought down the St. Lawrence to that point, where the timber is put into shipping order and transhipped to Great Britain and foreign ports.

This firm is one of the oldest, if not

This firm is one of the oldest, it not the oldest one, engaged in the export of wood goods from the St. Lawrence.

Mr. Billingsley entered the office as a lad, in 1854, and, thus, has been identified with the firm for almost half a century. There are, we think, few parallel cases in Canada. Mr. Billingsley is a director of the Quebec Bank, and also fills other local positions.

J. Burstall & Company, for many years, purchased all the deals manufactured by J. R. Booth, at his extensive mills at Ottawa, and still handle a considerable portion of his product, in addition to that of other large manufacturers.

Lieutenant-Governor of the Province of Quebec.

MR. JOHN BREAKY.

The name of Breaky is most intimately associated with the bone and sinew of the great lumber traffic of the Dominion. In 1845, Mr. H. D. Breaky established the business which is now so enormous, and conducted by Mr. John Breaky, at Chaudiere Mills, Levis Co., Quebec. One million of dollars is about the estimate of the capital necessary to carry on this enterprise, and from twenty-five to thirty million feet of lumber are prepared and put on the market each year. To do this, it requires, during the fall and winter months, some nine hundred men and six hundred horses, and, during the spring months, to drive the logs, from four hundred to five hundred men, and, during the summer and autumn, to saw and ship the lumber, some three hundred men, twenty-five horses, a steam locomotive, one hundred freight cars and six miles of railway.

The products of Mr. Breaky's mills are pine and spruce deals, sawn lumber, railway ties and pulp wood. The deals are shipped to England, and the sawn lumber and pulp wood into the United States. Within recent years, the products of these mills have been doubled, and the wages of the workmen have been increased twenty-five percent.

The Chaudiere Valley Railway, six

The Chaudiere Valley Railway, six miles long, standard gauge, was built by Mr. Breaky, in 1881, which fact has enormously increased the output of the mills.

Mr. Breaky sees great possibilities in the paper and pulp industry of the Dominion as one of our greatest sources of wealth, and, believes in the protection of our natural products 'to the hilt.'

ESTABLISHED 1878

JOHN RITCHIE,

The JOHN RITCHIE COMPANY, Limited

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We make and recommend Goodyear Welted Shoes

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DOBELL, BECKETT & CO. MONTREAL. No. 261.
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DOBELL, BECKETT & CO.

Lumber Manufacturers and Merchants,

QUEBEC, P.Q.

The City of Toronto

The Home of one of the Most Thrifty Communities in Canada-The City's Rapid Growth.

Few cities of America, or any other continent for the matter of that, can boast of such rapid development as Toronto. In 1793 a wilderness of 'untamed aspect,' as described by the old surveyor, Bouchette, to-day, the second largest city in Canada, having, according to the census of 1901, a population of 208,040 as against 181,215 in 1891, 96,196 in 1881 and 56,092 in 1871.

As early as 1749 the French, with the adventurous enterprise which carried them to the valleys of the Ohio and the Mississippi, established a small trading post near the site of the present city—a mere outpost of Ville Marie or Montreal. The western post was known by two names, Fort Rouville and Fort Toronto. Its site is still shown to the interested visitor. At the time of the terested visitor. At the time of the great collapse of the French power in Canada the French destroyed the little post preliminary to a concentration of the garrisons of the various western posts at old Fort Niagara. The vicinity remained a waste until 1794, when it was chosen by Governor Simcoe, as the site of the future capital of Upper Canada, and the governor, his staff and the Queen's Rangers, removed thither from Newark, the old capital, and ess tablished themselves there under canvas. The city, first known as York, was laid out regularly by the governor and his subordinates, the first road and bridgemaking being done by the Queen's

The history of the city, though brief, has not been without its stirring and interesting events. Early in the year 1813 the city was captured by an overwhelming naval force, the small military garrison, after a spirited resistence with-

Kingston was chosen as the capital of the united provinces. Kingston was the capital for three years, giving way to Montreal. In 1849, Toronto became joint capital, with Quebec, the cities to hold the dignity alternately for periods of four years each. At Confederation, Toronto became the permanent capital of the Province of Ontario.

In 1803 the Duke of Kent, father of Queen Victoria, visited Toronto, other visitors being the Prince of Wales (now King Edward VII), 1860; Prince Arthur, 1869; Princess Louise (Duchess of Argyle), and Prince Leopold, 1880; Prince George of Wales, 1883; Duke of Connaught, 1889; Duke and Duchess of Cornwall and York, 1901.

The railways have been a very portant factor in the development of the city. The commercial interests of the city. The first railroad in western Canada was started on Oct. 15, 1851, the first sod being turned by Lady Elgin. This pioneer road was known as the Ontario, Simcoe and Huron Railway, and, afterwards, as the Northern Railway. The first portion of the line from Toronto, about thirty miles north, was opened May 16, 1853. In 1855 it was extended to Col-lingwood, on Georgian Bay. The Tolingwood, on Georgian Bay. The To-ronto and Hamilton line was opened in 1855, and the Grand Trunk Railway, from Montreal to Toronto, Oct. 27, 1855. Such were the beginnings of a network of railways, connecting Toronto with all parts of Canada. The increase in Toparts of Canada. ronto's mercantile business is indicated by the customs duties paid at its port in 1874, \$1,972,425; in 1884, \$3,186,443; in 1894, \$3,041,400; in 1902, \$6,003,510.64.

The present city limits include an area of 10,391 acres or about sixteen square miles..

The gross debt of the city of Toronto is \$21,718,300, towards the redemption of which there is a sinking fund of \$5,432,-991. The total assets of the city amount to \$13,500,000, and the value of the total assessment to \$128,271,583. The property exempted from taxation aggregates in value \$23,428,893.

Among the public buildings of Toron-

Upon the passing of the Act of Union,

LEAD]

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LLOYDS

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This group of Companies is the With assets of nearly \$1,000,000. an unbroken record of successful of facilities which it offers to Agents in variety, extent and value.

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The Lloyds -W. T. Woods, Presiden W. Chambers, Secretary; East

The Registry Company of N. A., Limi ident; Arthur L. Eastmure, Vic J. Lightbourn, Secretary.

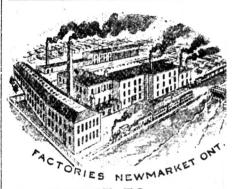
The Queen City Plate Glass & M. Co., I J. Lightbourn, Managing Direc

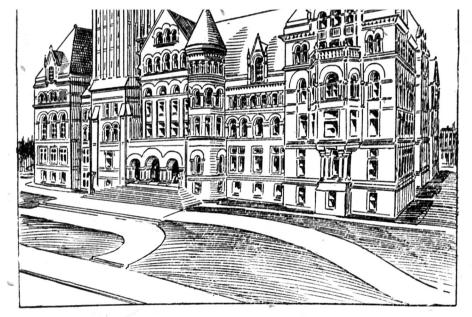
HEAD OFFICE:

Business Office, Factory and Ware MONTREAL OFFICE:

Staff in charge: E. H. Butter







TORONTO'S NEW MUNICIPAL BUILDINGS.

The enemy contented themselves with destroying the little navy yard and shipping. After an occupation of eleven days, the Americans withdrew and the Union Jack again replaced the Stars and Stripes. In July following, another United States force, under Colonel Winfield Scott, made a hurried descent upon Toronto and sacked the town, burning the newly erected parliament buildings, library and papers. In 1832, the city was ravaged by a cholera epidemic, and, in 1834, York was incorporated as the City of Toronto. In 1837. Toronto was the centre of interest in connection with N. L. Mackenzie's rebellion, the most exciting incidents of which were the movement of the rebels from Gallows' Hill to capture Quebec, and their defeat by a hastily enrolled yolunteer force, under Colonel Fitzgib-

to, the new municipal buildings, completed a couple of years ago, stand preeminent. In this superb building the municipal departments, as well as the city and district courts, are accommodated. The new provincial parliament buildings, situated in the Queen's Park, are another very fine and ornate pile. Many of the commercial buildings of the city are also very handsome structures, and Toronto is pre-eminently a city of comfortable homes, less substantial and elaborate than the houses of Montreal, but, as a general rule, more commodious.

Toronto is a notable seat of learning, among its educational institutions being Toronto University, with 1,322 students; Trinity College, and Upper Canada College. Its public school system is excellent, and the standard of intelligence of its population exceptionally bright.

Facts Worth Knowing About The I.O.F.

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Since the Establishment of	the	Order:
Insurance or Mortuary	810	,395,992,68
Total and Permanent Disability.		514,779.46
Old Age		50,220.28
Sick and Funeral	1	,496,969.23

Since 1st January, 1902;

Grand Total. - - \$12,457.961.65

\$1,474,656.23 Total, - - - -

Average Daily Payment for Benefits Since 1st January, 1902 (exclusive of Sundays). \$5,650.00

Average Hourly Payment for Benefits - - \$565.00

continued to accumulate at an AVERAGE DAILY RATE of over \$2,380.00.

And while these Magnificent Payments were being made the BENEFIT FUNDS

Accumulated Fund, 1st January, 1902 \$5,261.831.52 1st November, 1902 5,883,355.69 Increase in ten months 621,524,17

For further information respecting The I.O.F. apply to any officer or member.

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This group of Companies is the only combination of its kind in existence. With assets of nearly \$1,000,000, an annual income of over \$750,000, and an unbroken record of successful operations extending over many years, the facilities which it offers to Agents and Brokers are believed to be unrivalled in variety, extent and value.

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The Lloyds -W. T. Woods, President; George M. Olcott, Vice-president; C. E. W. Chambers, Secretary; Eastmure & Lightbourn, General Agents.

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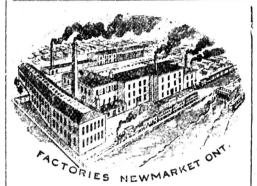
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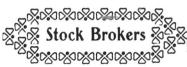
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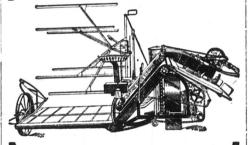
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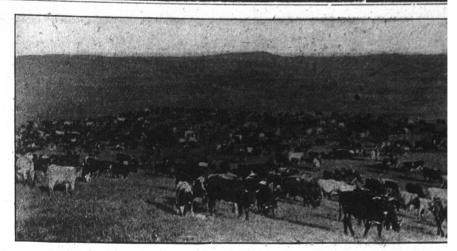
The Empire's Granary

The Dominion's Climate Contributes to the Superiority of Canadian Grain. §

Of all Canada's vast natural resources, none approach in importance to her untold wealth in the productive soil. It seems almost impossible to realize the limits of the Dominion's agricultural development. There are hundreds of thousands of acres of the most productive soil awaiting merely the coming of the husbandman, and it will produce standard food products of the very highest grade procurable in the markets of the world. For not only is the soil exceptionally rich, but the climate is extraordinarily propitious, for Canada's winters, with their weeks of snow and frost, are really kindly aids to the husbandman, the frost holding within the soil all the soluble nitrates, which, elsewhere, the winter rains wash rapidly out. The snow blanket protects everything beneath it. It is a fact not generally understood that there is more wheat-growing land north of St. Paul, Minn., than south of it, and a country, too, free from the devastating cyclone. South of our great Arctic region our farming land stretches right across the continent in a great belt as wide as France, and 3,500 miles long, broken only by a few mountains and a few hundred miles of unavailable prairie. And so it comes that Canada is the producer of the best grain and roots in the world.

Farming operations are carried on in Manitoba and the North-West Territories on a most extensive and elaborate scale, the most modern appliances, including steam threshers, being almost universally used. In the ploughing and harvesting seasons gangs of a dozen or twenty ploughs and reapers are frequently seen at work together on the same great field. The output of wheat in the prairie provinces has developed wonderfully and the railways and grain shipping companies have had difficulty in keeping their facilities—grain elevators, etc.,—up to the requirements of the trade.

Over forty-five per cent. of the population of Canada are engaged in agricultural occupations, and much attention is given by the government to the various branches. Here and there over the country are established agricultural colleges and government experimental farms, and the Minister of Agriculture is himself an expert farmer ..



THE TENDERLOIN OF CANADA-B UNCH OF CATTLE ON ONE OF BERTA'S GREAT RANCHES.

Peas are remarkably free from insect pests, and split-peas for soup, green peas for vegetables and sweet peas for canning are obtained in perfection. The export of peas during three years is as follows:—In 1889, \$1,955,598; in 1900, \$2,145,471; in 1901, \$2,490,521.

Barley and rye are grown, but not largely for food purposes. Buckwheat flour is largely used in maple sugar dis-Buckwheat tricts, where a delicious breakfast dish is buckwheat cakes and maple syrup. All vegetables thrive well everywhere,

even in the Klondike.

As a country for raising cattle, swine, sheep and poultry, Canada has no superior. From the prairies of the North-West Territories thousands of fat bullocks are shipped annually. The government controls the cattle spaces on the ships, and government veterinary inspection prevents the export of any but perfect animals. The value of the live cattle exports for three years is as follows:—1899, \$8,522,835; 1900, \$9,080,-776; 1901, \$9,064,562.

The export of sheep and lambs for three years amounts to, in 1899, \$1,540,-847; 1900, \$1,894,012; 1901, \$1,625,702.

Of pork, hams and bacon, regular supplies are shipped from Canada during every week of the whole year. In 1898 the value of the total exports was \$8,092,930; in 1899, \$10,473,211; in 1900, \$12,803,034; and in 1901, \$11,838,121. The use of mechanical refrigerating plants makes it possible to deliver the bacon in European markets with a minimum quantity of salt, and of a mild and delicious flavour.

Poultry and eggs, which are produced in every province, form a large part of our exports, and Canadian eggs are in especially high favor with European importers, being large and strong of shell, and so sorted and packed for shipment as to be landed in Europe practically fresh. In 1898 the value of the exports was \$1,255,

THE WITNES

'Witness' (Daily and Wee gives all the news that is worthy the tention of the average reader. It k its readers well informed on all sub of interest. The cable, the telegraph the telephone, together with a star competent editors and reporters, all 1 to make its news columns second to r

The 'Witness' editorial articles are knowledged by readers on all sides be both fair and forceful.

Reliable commercial news and qu tions of the money, stock and pro markets are features that make i great value in the world of comm and finance.

The 'Witness' is lavishly illustra with pictures descriptive and humon Its special departments, such as Home, 'Literary Review,' 'Letters Home, 'Literary Review,' 'Letters Home,' 'Literary Review,' 'Letters Readers,' 'Boys' Page,' 'Children's ner,' 'Queries,' 'Agricultural, 'Hort tural,' 'Veterinary,' 'Poultry,' 'I' 'Medical,' 'Legal,' 'Numismatic,' 'Cletc., etc., are ably conducted by spists at a large expense, offering a valuable privilege to 'Witness' real valuable privilege to 'Witness' real transfer of the 'Witness' was started.

In 1846 the 'Witness' was started the late John Dougall, and its aim to supply the Dominion of Canada the best possible newspaper. One we would always keep in mind high it and be 'for God and Home and Na Land.' The 'Witness' has grown a then. Modern machinery and pre possibilities have made great impi ments inevitable. But it has never grown the principles that are so to engraved on its corner stone.

Few papers have had a continuous istence for so long a period. For still have held to the same principles have been controlled by the same fa for any thing like so long a time. result is that the 'Witness' enjoy constituency of which other publis are jealous enough.

A newspaper published on the ' ness' lines needs the support of t





-A GLIMPSE FROM THE WINDOW OF A PLOUGHING IN ASSINIBOIA C.P.R. TRAIN.

In wheat for bread making, Canada 1304; in 1899, \$1,267,163; in 1900 \$1,457, ads the world. The yield ranges 902; and in 1901, \$1,834,720. The yield ranges leads the world. from upwards of seventeen bushels an acre for spring wheat to twenty bushels for fall wheat. Then, the weather usually permitting of its all being harvested in perfect condition, and our excellent machinery ensuring its being thoroughly cleaned before grinding, its assured. uniform quality is Analyses procured by Professor Robertson of the best Hungarian and Canadian flours, showed that in the Canadian the alluminoids (flesh-forming principles) were greater by one-tenth.

Another test was made, at Professor Robertson's request, by a reliable firm of bakers, which shewed that from three different 100 lb. samples of strong Canadian flour they got 146 lbs., 151 lbs., and 152 lbs. respectively of excellent bread, which is more than could be got The milling infrom any other flour. dustry is a large one, not less than 2,500 mills being at work, employing over 6,000 men. The following is a över 6,000 men. table showing the values of the wheat and flour exported from Canada during the years 1899, 1900, and 1901:—
Wheat exported in 1899, \$7,784,487; in 1900. \$11.995,488; in 1901, \$6,871,939. Flour exported in 1899, \$3,105,288; in 1900. \$2,791,885; in 1901, \$4,015,226.

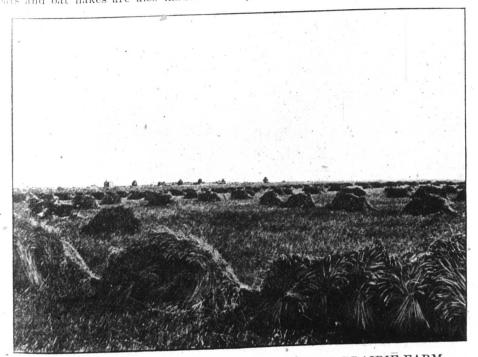
Of oats large crops are grown, and Canadian catmeal is equal to the best in Scotland. Large quantities of rolled bats and oat flakes are also made.

Canadian cheddar is our chief cheese export. It is essentially a food cheese, and its food value is 21/4 times as great as beefsteak. The following figures give an idea of the rapid growth of our exports: 1890, \$9,372,212; 1899, \$16,776,765; 1900, \$19,856,324; 1901, \$20,696,951.

Butter is almost altogether made in creameries by skilled labor. These creameries are provided with special cold storage rooms in which the butter is kept from the day it is made, when, packed in spruce boxes, lined with parchment paper, it is carried to its destination in refrigerator cars and in the cold storage chambers of steamships. The value of the exports for four years was: 1898, \$2,045,685; 1899, \$3,700,873; 1900, \$5,122,-156; 1901, \$3,295,663.

Hundreds of square miles are devoted to the growth of apples, pears, peaches and grapes. The apples and pears are noted for their crisp, jucy flesh, high flavor and excellent keeping qualities. At the Paris Exposition, Canadian apples were shown during the summer, which had been grown the summer previous, and all in perfect condition. In evaporated and canned fruits an increasing trade is being developed with Europe.

Honey is one of our minor food products, but our exhibit at the Paris Exposition showed that Canadian honey, in substance, color and flavor, was unsurpassed.



THE COLDEN HARVEST OF A MANITOBA PRAIRIE FARM.

are jealous enough.

A newspaper published on the ness' lines needs the support of t who are willing to pay its subscrip price for the reason that it volunt foregoes in the interest of its subs ers much revenue from pernicious ac tisements, etc., that other publication accept regardless of their readers.

The 'Witness' is certainly unamong the great metropolitan nev pers of the world.

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contains almost everything that ap in the Weekly, and has, of course advantage of bringing you the news

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THE WEEKLY WITNE

contains the best that appears ir 'Daily Witness,' besides giving some more attention to agriculture and ers' interests generally.

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The Northern Messeng



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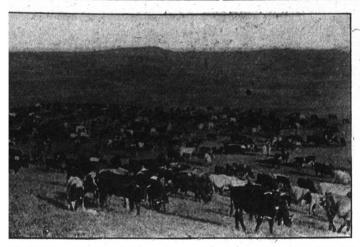
The 'Northern Messenger' cor nearly three times as much reading ter as any other paper of the same and we believe you will agree wi in thinking that the matter is o most inspiring and interesting de

Another of its advantages is that a Canadian paper, while most of its temporaries are printed in the L States, and on the Fourth of July Decoration Day, as well as other sions, are filled with national matte grateful to the patriotism of our than to that of those to whom it dressed. The 'Northern Messenge cultivating patriotism, proposes to on British and Canadian models.

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Few papers have had a continuous existence for so long a period. Fewer still have held to the same principles and have been controlled by the same family for any thing like so long a time. The result is that the 'Witness' enjoys a constituency of which other publishers are jealous enough.

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The Royal Trust Company whose offices are in the Bank of Montreal building, 109 St. James street, Montreal, is one of the important financial institu-tions of this country. Its affairs are conducted on sound business principles and with the strictest fidelity to the trusts committed to it. The company has four charters authorizing it to act as trustee, executor and assignee, as curator to insolvent estates, to manage estates, to give bonds in connection with any judicial proceedings, to act as transfer agent and registrar of shares, to manage sinking funds, to accept any financial agency, etc. The company will act as attorney for executors already acting or for the management of estates, the investment and collection of

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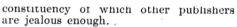
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treet; the marbor commissioners onices, Commissioners street; the Art Gallery, on Phillips square; Drill Hall, on Craig street; Windsor Hotel extension, extension to Court House; Henry Morgan & Co.'s Colonial House, Ogilvie's 'Glen-& Co.'s Colonial House, Ogilvie's 'Glenora Building,' on Notre Dame street; the C.P.R. work shops, on Colborne street and at Hochelaga; block of the late Sir Hugh Allan, called 'Queen's Block,' and Bell Telephone Building, Canada Paper Company's Building, the extension of the Montreal Reservoir, and many others. Mr. St. Louis has never failed to fulfil any of his contracts.

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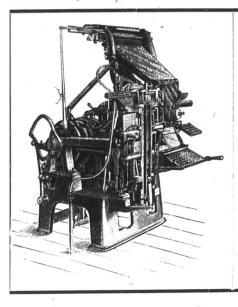
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Linotype

Company.

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A Canadian Manufacturing Business little more than Ten Years Old which is extending all around the world.

Many business enterprises of greater or lesser magnitude are known of by pretty nearly everybody. Others of equal or greater importance are sellom spoken or written of because they appeal directly to a much smaller number of persons, and because they extend largely outside of their own ountry. Amongst the latter is the Linotype Company of Montreal, and t seems in place in this resume of the business enterprises associated with Montreal to give a brief history of its growth and progress since its inception n 1891.

The Linotype is, as its name implies, a machine for casting letters line by ine. It, as far as its use extends, does away entirely with the moveable types,

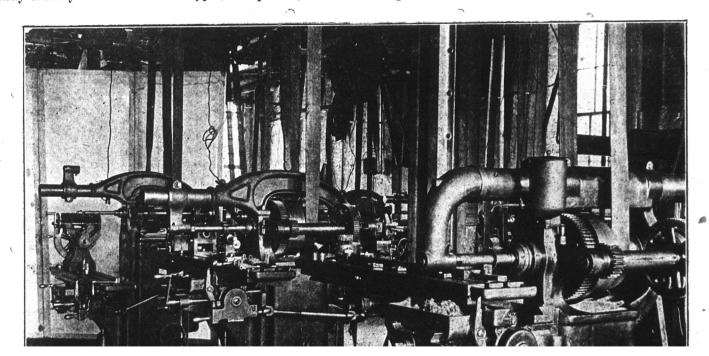
words on this page are composed by this machine, as has been most of the reading matter in the 'Witness' for eight years past.

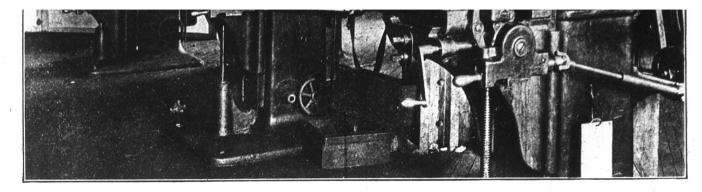
In 1891, when the enterprise of building the Linotype was entered on in Canada, the machine was practically To-day there are some unknown. 10,000 of these machines in use throughout the world, being manufactured in the United States, England, Germany and Canada. The sales of these machines in these eleven years has exceeded thirty million dollars (\$30,000,000). This enterprise, therefore, is probably unique in two particulars. Probably no invention so intricate, so far reaching in its effects, so perfect, had ever been given to the

type composition reduced to less than half what it was previously, with a corresponding reduction in incidental expenses.

Of course the attempt to build such an intricate machine, and one requiring such exactness, was looked upon as an impossibility in Canada, and the enterprise considered as a mad one. It was agreed that Canada did not have the tools nor men capable of building a machine, weighing a ton, with more than seven thousand working parts most of which could not vary more than the thickness of a hair from the proper size to give satisfactory results. This argument did not seem unreasonable, especially when it was considered that at that time no machine of its class had been satisfac torily finished in England, although the work on it had been begun some eight months previous to the estab lishment of the factory in Canada and that none up to that time had been built in the United States at a cost which did not greatly exceed the price at which it must be sold to obtain a market at all.

It was answered, however, by four facts. It was believed that the machine made a perfect product; that it was faster than it was possible for men to manipulate it; that Canadian workmen had as good brains and as great skill as could be found anywhere on earth, although far too many of them, at that time especially





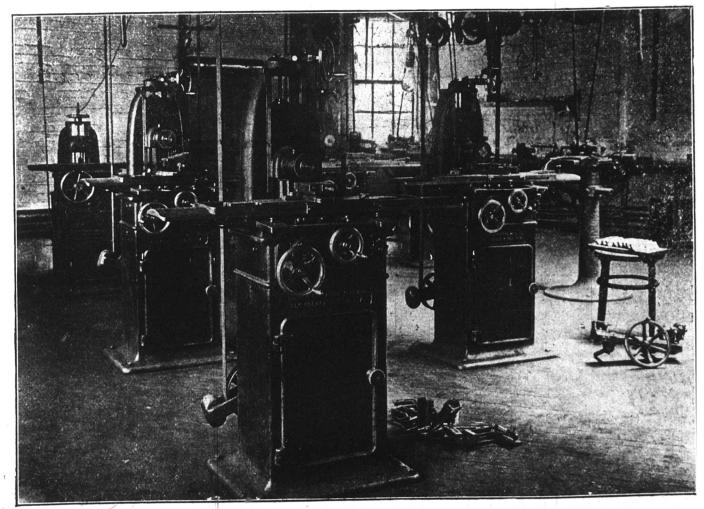
UNIVERSAL MILLING MACHINES.

representing single letters, set by hand, that marvellous discovery of four centuries ago, which revolutionized the art of writing.

The Linotype is a machine composed of some nine thousand pieces, and in the multiplicity of its automatic actions is the wonder of machines. The operator, seated at a keyboard, by the simple manipulation of the keys and the depression of a lever, turns out line after line of matter, ready for the press, faster than it can be written by hand, and at about one-quarter the speed it is uttered by the ordinary speaker. The

public in so complete a condition. The first machine built in the Montreal factory is running to-day and doing its perfect work, as is every machine made in this factory excepting eight, which were burnt in the Toronto 'Globe' office some years ago. It is also unique in that its influence has all along been beneficial to those employed on it, and generally even to the compositor with whom to some extent, it came into competition. By its influence the wages of the operator have been increased, his hours of labor reduced, while at the same time the employer has had the cost of had transferred their skill and bra to the service of the United Stat and that the machine was urgen needed.

With these facts well establish the enterprise was begun, first in modest little factory in a yard beh some modest shops in Bleury strewhen the first machines were be no publishers had full confidence them; and the fight for confide and recognition was a strenuous of But it was not many months bef the four points, on the firm belief which the enterprise was undertak were established to the satisfact



EQUIDMENT OF AUTOMATIC GRINDING MACHINERY.

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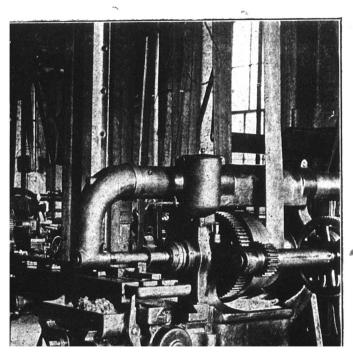
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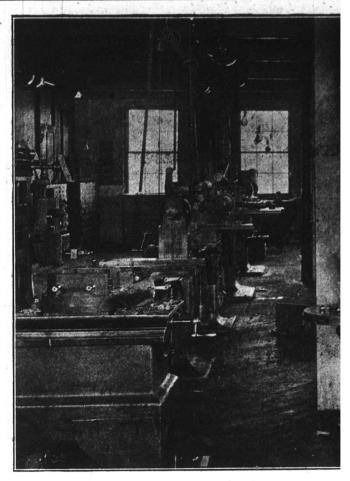
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of the most doubting, and the business became a success, almost from the beginning. As stated above, the first machine built was a success, although not as refined as those built to-day are, and lacking many advantages and improvements adapting it to uses at that time unthought of. But it accomplished all and much more than was claimed for it.

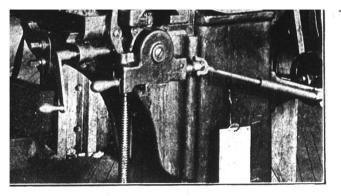
One very important feature in connection with this machine is that notwithstanding the very large number of parts in the machine and the multiplicity of duties it performs, each individual motion is of the simplest, and now that the machine has become known it can be operated practically continuously without the assistance of a skilled mechanic. Probably to-day as many machines are operated by operators alone as by operators with the aid of a machinist.

In less than five years the accommodation became too small, and the factory was removed to its present home at 156 St. Antoine street, just midway between the Grand Trunk and Canadian Pacific Railway stations. It uti- | instant's delay.

like. It built for the constru some of which a page, and will mechanical eve. been completed, tool room, a pi given, offer fa manufacturers v which heretofor in other countri

This departme ventors opport machines of vari ly can be exce which they hav discover. Morec forded by the t type Company, to send to the special milling c circular grinding the duty thereo

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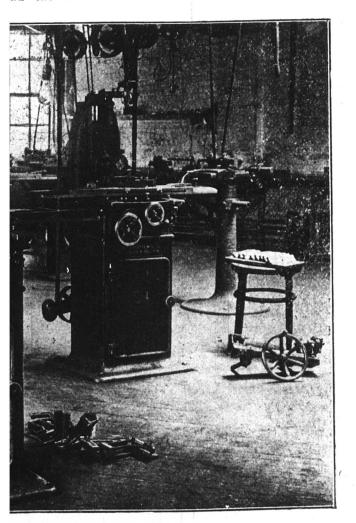


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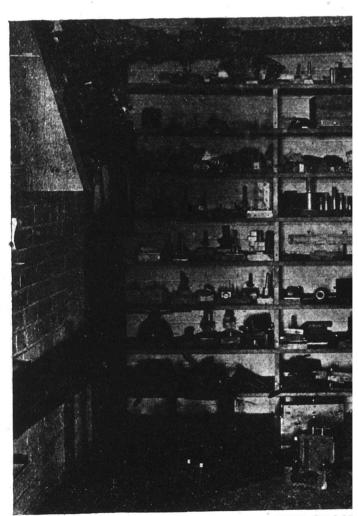
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had transferred their skill and brains to the service of the United States, and that the machine was urgently needed.

With these facts well established the enterprise was begun, first in a modest little factory in a yard behind some modest shops in Bleury street. When the first machines were built no publishers had full confidence in them; and the fight for confidence and recognition was a strenuous one. But it was not many months before the four points, on the firm belief in which the enterprise was undertaken, were established to the satisfaction



at 150 St. Antoine street, just midway | two or more kinds between the Grand Trunk and Cang- from the one key dian Pacific Railway stations. It uti- | instant's delay. 1



FIRE PROOF

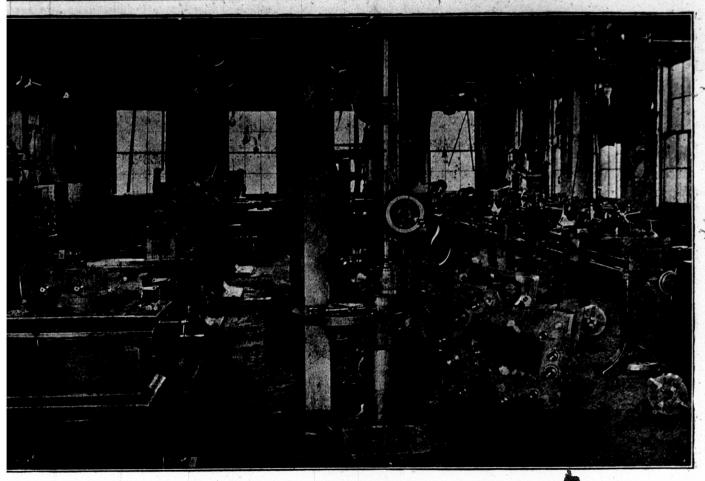
lizes 26,000 feet of floor space, which is crowded with expensive machinery, and we are informed that plans are already out for adding to the premises so as to find room for the ever increasing requirements of this rapidly growing business.

Ten years ago the uses which the Linotype could be put to legitimately appeared to be very limited, being confined, apparently, to the setting of newspapers; but to-day it is entering into practically all forms of printing. and the machines made in Montreal are beginning to go to pretty nearly all quarters of the globe. Already machines made in Montreal are setting books and newspapers in the leading enterprising printing offices in the Transvaal Colony, Orange River Colony, Natal and Cape Colony in South Africa; in Brazil, Argentina, Uruguay and Chili in South America, and operating in Australia and in Holland. In each of these places the Linotype has carried the Canadian name and advertised the value and importance of Canadian manufactured goods, and the work seems hardly begun.

One feature of this factory is the making of its own special tools, such as iigs, dies and form cutters, and the

operator can sit a set and cast a lin Roman capitals, small capitals, it italic lower case a ing of a lever and his seat. Or the keyboard may be tals, antique lowe capitals and Roma day this was writ performed on the peared to him a though, as a fact, it monplace to the passing through t in company with jesty's Consul for island in the West to have his name The name was se and cast, and the set, it was cast capitals and sent

Another very ment is the unive early history of necessary that e cast on any part have a separate pose, which was r able cost. This s



TOOL ROOM.

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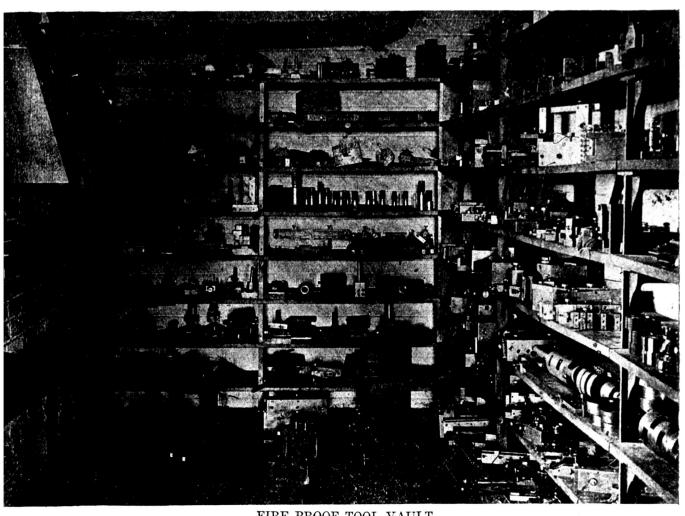
like. It built its only special tools for the construction of the machine. some of which are illustrated on this page, and will appeal to the trained mechanical eye. This work having been completed, the very important tool room, a picture of which is also given, offer facilities to Canadian manufacturers who desire special tools which heretofore had to be purchased in other countries.

This department also affords to inventors opportunities for perfecting machines of various kinds which hardly can be exceeded anywhere, and which they have not been slow to discover. Moreover, with facilities afforded by the tool room of the Linotype Company, it is unnecessary now to send to the United States for special milling cutters and surface and circular grinding of any kind and pay the duty thereon.

To return to the Linotype: amongst the improvements recently added to this machine is the one which enables two or more kinds of type to be made from the one keyboard, without an portant drawback: when the length of line had to be changed the mould had to be removed. It was not always sure to be returned in the same position, if the operator were at all careless, so that there was danger that the lines cast at one time should be higher than those cast at another. Now the one mould does the whole business, and never leaves the machine. So that there is no excuse for lines being cast at different heights.

But by far the greatest advance in the machine 28 used to-day, is not found in any improvement, but in the gradual growth of adaptations for different purposes, the result of courage and experience. Ten years ago if any selling agent of the machine should have suggested a tenth of the adaptations of the machine as made to-day, he would have been considered unworthy of belief, and the manufacturer, himself, would not have extended him any sympathy. To-day he is asked if the Linotype will not do things which frighten him, and which that the pendulum has swung to the

St. Antonie street, just midway | two or more kinds or type to be made | Linotype will not do things which ween the Grand Trunk and Cange | from the one keyboard, without an frighten him, and which implies a Pacific Railway stations. It util instant's delay. For example, an that the pendulum has swung to the



FIRE PROOF TOOL VAULT.

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lanadian manufactured goods, and

operator can sit at his keyboard and epposite direction. Users of the maset and cast a line on which may be Roman capitals, Roman lower case, small capitals, italic capitals, italic lower case at will, by the pressing of a lever and without rising from his seat. Or the fonts on the keyboard may be, say, antique capitals, antique lower case, and Roman capitals and Roman lower case. day this was written the writer saw performed on the machine what appeared to him a marvellous feat, although, as a fact, it was simply a commonplace to the operator. He has passing through the Linotype factory in company with His Britannic Majesty's Consul for Curocoa, a Dutch island in the West Indies, who wished to have his name set on the machine. The name was set in a black letter and cast, and then, without being reset, it was cast in old style Roman capitals and sent off for distribution.

Another very important improvement is the universal mould. In the early history of the Linotype it was necessary that every length of line cast on any particular type should have a separate mould for this purpose, which was provided at considerchines in progressive offices have unlimited confidence in what it will ac-

This may be illustrated by one fact. The specimen book of Linotype faces issued this month contains no less than 111 pages filled with specimens of type and necessary information. It shows fonts in every language in the world that is printed with Roman characters, besides German fonts even Hebrew, which last is set from right to left. The fullest type fonts in the world are at the disposal of the Linotype operator.

And, wonderful fact, while the Linotype, as now built, is undoubtedly much nicer and more perfect chanically than the one first built, it is not capable of doing better work or more work than the first one turned out in the Montreal factory, which is now doing its full quota of work every day. And it is an important fact that every improvement made to the present time on the Linotype may be added to the first machine built, which has so frequently been

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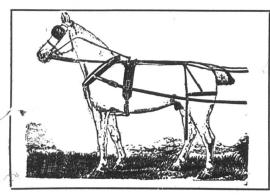
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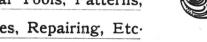
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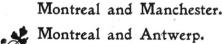
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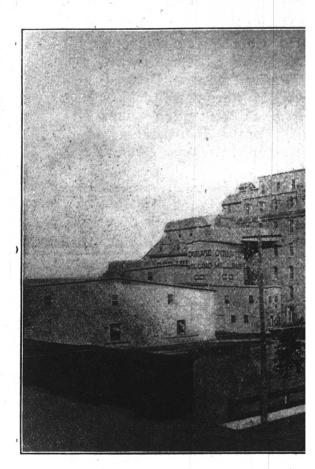
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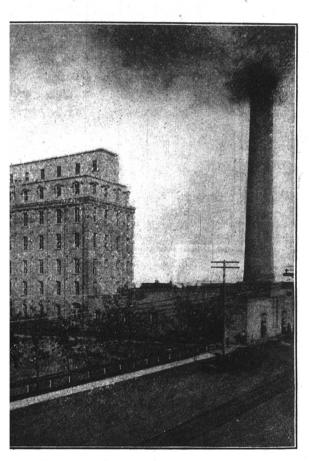


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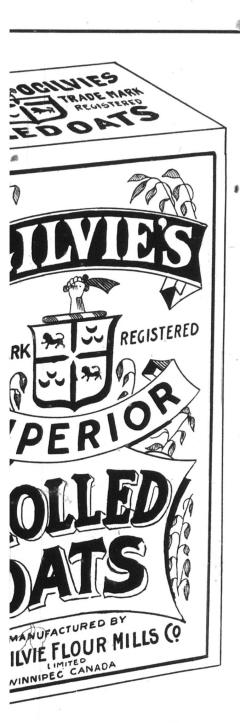
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